Contents

	eface knowledgments	7 10
1.	Introduction	11
	 Background and Goals of This Study • 11 Data and Methods • 15 The Structure of the Problem • 21 	
2.	Structures of Prejudiced Discourse	30
	 Introduction • 30 Some Principles of Discourse Analysis • 31 The Discourse Environment of Prejudiced Talk • 39 The News Media • 40 Textbooks and Children's Books • 46 Conclusions D 47 Topics of Conversation • 48 Topics of Conversation • 48 Topics as Semantic Macrostructures • 48 Topics in Prejudiced Discourse • 50 Stories About Minorities • 62 Story Structure • 62 Stories About "Foreigners" • 65 Argumentation • 76 Semantic Moves O 86 Style • 99 Rhetorical Operations • 105 Prejudiced Talk as Conversation • 109 Conclusions D 117 	
3.	Sources of Prejudiced Talk	119
	 Methodological Preliminaries • 119 Analysis of Source Types • 123 Description of Source Reproduction • 131 Topics of Talk • 140 The Media • 153 Further Facts About Sources and Topics of Talk • 164 	
4.	The Cognitive Dimension: Structures and Strategies of Ethnic Prejudice	180
	 Cognitions and Attitudes D 180 Ethnic Prejudice as Social Cognition • 180 The Cognitive Framework • 182 Analyzing Attitude • 188 Ethnic Prejudice as Group Attitude • 195 General Properties of Prejudice • 195 The Organization of Ethnic Prejudice D 202 	

	4.	 Prejudiced Opinions and Their Organization D 213 Ethnic Prejudice in Other Countries • 222 Strategies of Prejudiced Information Processing • 234 5.1 The Strategic Interpretation of (Talk About) Ethnic Encounters • 235 5.2 Results for Memory Representation • 245 5.3 Conclusion: Relevance for the Communicative Reproduction of Prejudice • 249 	
5.	The	e Interpersonal Communication of Racism	250
	1.	Communication and Persuasion • 250 1.1 The Structure of Interpersonal Communication • 250 1.2 Toward a Cognitive Theory of Communicative Persuasion • 253	
	2.		
	3.	 Understanding and Representing Prejudiced Communication • 301 3.1 Context Understanding • 302 3.2 Understanding Prejudiced Discourse • 307 	
	4.		
		4.3 Analyzing Processing Reports • 336	
		e Social and Ideological Context of judice Reproduction	345
		judice Reproduction3Introduction • 345345Social Correlates of Prejudice • 348	345
]	Prej 1. 2. 3. 4.	judice Reproduction3Introduction345Social Correlates of Prejudice348Elites, Media, and the (Re)production of Prejudice358Social Functions of Prejudiced Talk377	345 383
]	Prej 1. 2. 3. 4. Con 1. 2. 3. 4. 5. 6.	judice Reproduction3Introduction • 345Social Correlates of Prejudice • 348Elites, Media, and the (Re)production of Prejudice • 358Social Functions of Prejudiced Talk • 377InclusionsWhat Did We Want to Analyze, and Why? • 383Discourse Analysis • 385Sources • 390The Cognitive Dimensions of Prejudice andPrejudiced Talk D 391Interpersonal Communication • 393	
7.	Prej 1. 2. 3. 4. Con 1. 2. 3. 4. 5. 6. 7.	judice Reproduction3Introduction345Social Correlates of Prejudice348Elites, Media, and the (Re)production of Prejudice358Social Functions of Prejudiced Talk377Inclusions3What Did We Want to Analyze, and Why?383Discourse Analysis385Sources390The Cognitive Dimensions of Prejudice andPrejudiced Talk391Interpersonal Communication393The Social Context394Open Problems and Future Research396	
7.	Prej 1. 2. 3. 4. Con 1. 2. 3. 4. 5. 6. 7. end	judice Reproduction3Introduction345Social Correlates of Prejudice348Elites, Media, and the (Re)production of Prejudice358Social Functions of Prejudiced Talk377Inclusions3What Did We Want to Analyze, and Why?383Discourse Analysis385Sources390The Cognitive Dimensions of Prejudice andPrejudiced Talk391Interpersonal Communication393The Social Context394Open Problems and Future Research396	383
7. App Refe	Prej 1. 2. 3. 4. Con 1. 2. 3. 4. 5. 6. 7. end ren	judice Reproduction3Introduction345Social Correlates of Prejudice348Elites, Media, and the (Re)production of Prejudice358Social Functions of Prejudiced Talk377Inclusions3What Did We Want to Analyze, and Why?383Discourse Analysis385Sources390The Cognitive Dimensions of Prejudice and Prejudiced Talk391Interpersonal Communication393The Social Context394Open Problems and Future Research396Iix: Some Information About Data Collection3ces4	383
7. App Refe Nam	Prej 1. 2. 3. 4. Con 1. 2. 3. 4. 5. 6. 7. end ren ne In	judice Reproduction3Introduction345Social Correlates of Prejudice348Elites, Media, and the (Re)production of Prejudice358Social Functions of Prejudiced Talk377Inclusions3What Did We Want to Analyze, and Why?383Discourse Analysis385Sources390The Cognitive Dimensions of Prejudice andPrejudiced Talk391Interpersonal Communication393The Social Context394Open Problems and Future Research396Iix: Some Information About Data Collection3ces4ndex4	383 399 405