Selling Fear

Counterterrorism, the Media, and Public Opinion

BRIGITTE L. NACOS
YAEI BLOCH-ELKON
ROBERT Y. SHAPIRO

THE UNIVERSITY OF CHICAGO PRESS CHICAGO AND LONDON
# Contents

List of Illustrations vii  
Preface and Acknowledgments xi  

**CHAPTER 1.** The News as Commodity, Public Good, and Political Manipulator 1  
**CHAPTER 2.** Selling Fear: The Not So Hidden Persuaders 28  
**CHAPTER 3.** Civil Liberties versus National Security 60  
**CHAPTER 4.** Selling the Iraq War 93  
**CHAPTER 5.** Preventing Attacks against the Homeland 125  
**CHAPTER 6.** Preparing for the Next Attack 152  
**CHAPTER 7.** Mass-Mediated Politics of Counterterrorism 182  
**POSTSCRIPT.** President Obama: Underselling Fear? 201  

Notes 211  
References 221  
Index 233  

Appendixes are available online at http://www.press.uchicago.edu/books/nacos/.