

Index

A

- Absentee voting, 213, 246, 247, 250, 251, 257, 258
- Accessible language, 275, 299, 300
- Action alert, 178, 290, 292, 300, 415
- Addams, J., 10, 11, 13, 14, 279, 462–496
- Administration, 13, 24, 30–32, 40, 49, 57, 121, 191, 192, 311, 389, 444, 455, 466, 467, 471, 474, 477
- Advocacy, 7, 24, 48, 84, 115–117, 129–131, 133, 137, 140, 142–144, 146, 152, 204, 228, 271, 306, 336, 340, 343, 345, 350, 351, 353, 357, 359, 371, 402, 433, 462
- Advocacy campaign, 18, 29, 39, 88, 99, 103, 117, 130, 131, 152–182, 243, 271, 273, 277, 278, 280, 282, 284, 286, 287, 289, 290, 292, 295, 298–301, 306, 312, 316–318, 320–322, 325, 328–330, 336–346, 349–361, 363–365, 371, 383–385, 402, 403, 406, 410, 414–418, 422, 426, 462
- Amicus curia, 137, 144
- Amidei, N., 164, 165, 465
- Assessment, xx, 18, 97–99, 103, 105, 106, 114, 118–120, 127, 128, 131, 142, 166, 167, 196–199, 201, 205–207, 273, 274, 278, 307, 318, 319, 322, 371, 406, 409, 414, 428, 451, 462, 481, 488–490

B

- Background, 37, 58, 88, 140, 141, 270, 283, 285, 292, 300, 311, 358, 409, 440, 453, 464, 478, 479, 487
- Ballot initiative, 9, 24, 33, 186, 193, 195, 196, 207, 218, 230, 471
- Base voters, 218
- Benchmarks, 130, 207, 209, 210, 402, 403, 407, 411, 412, 414–417, 425, 428

- Bicameral legislature, 121, 144
- Bill filing deadline, 155
- Block grant, 124, 144
- Budget, 14, 30, 55, 122, 126, 132, 142, 145, 170, 175, 176, 181, 193, 218, 287, 296, 307, 315, 327, 343, 348, 354, 361, 370–377, 381–390, 393, 394
- Bundler, 350, 362

C

- Call time, 351, 354, 362, 363
- Call to action, 54, 71, 165, 297, 381
- Campaign finance, 195, 208, 328, 336–343, 350, 358, 363, 372, 373, 377, 382, 383, 391, 392
- Candidate elections, 188–193, 207, 218, 340
- Candidate filing, 207, 218
- Candidate training, 34, 35, 39
- Capacity, 7, 34, 35, 50, 56, 57, 80, 81, 90, 94, 106, 119, 138, 142, 166, 199, 371, 387, 403, 406, 407, 412–415, 428, 436–438, 442, 463, 470, 493
- Capital budget, 372, 393
- Capital campaign, 351, 372, 393
- Careers, ix, x, 4, 14, 132, 136, 306, 309, 420, 444, 463–469, 475, 480, 484, 487
- Carve-out, 435, 436, 454, 458
- Caucus, 15, 25, 35, 135, 136, 188–190, 205, 219, 220, 245, 247, 471
- Charitable solicitation, 392, 393
- Charity, 346, 353, 360, 363, 364
- Citizen control, 91
- Citizen referendum, 194, 219
- Citizens United, 337–341, 363, 365
- Civic engagement, 47, 49, 50, 71, 72, 165, 463, 488
- Civic literacy, 66, 71, 72

Civic Voluntarism Model (CVM), 61–63, 66, 71, 254
 Civil service, 8, 29–32, 39, 56, 387, 466, 471, 485–487
 Clean elections, 342, 363
 Cleaned voter list, 219
 Click rates, 352, 363
 Closed primaries, 187, 189, 219, 220
 Cloward, R., 12, 48, 60, 81, 177, 229, 233, 235, 242, 464
 Coalition, 6, 9, 12, 25, 29, 60, 64, 99, 119, 135, 136, 138–141, 145, 163, 165, 176–179, 215, 229, 272, 280, 317, 384, 405, 407, 409, 458, 465, 469, 471, 479
 Collaborative tactics, 177–180, 216
 Communities, ix, x, 6, 8–10, 12, 13, 15, 18, 19, 24–29, 39, 40, 46, 47, 49, 51–53, 72, 78, 81, 86–92, 94, 95, 98, 103, 105, 114, 126, 128, 138, 139, 153, 176, 228, 229, 234, 235, 253, 308, 309, 318, 403, 432, 433, 436–438, 442, 457, 463, 464, 468, 470, 479, 481, 492
 Competence, 32, 85, 94, 143, 271, 440, 441, 444, 458
 Competition, 28, 105, 476
 Compromise, 83, 104–106, 179, 198, 435, 436, 439, 446, 453
 Conflict, x, 10, 11, 32, 52, 105, 121, 136, 206, 218, 239, 288, 312, 327, 409, 442–444, 449–451, 454, 470, 479, 481, 482
 Congressional Research Institute for Social Work and Policy (CRISP), 13, 15
 Congressional Social Work Caucus, viii
 Constituent services, 33, 38, 326, 438, 458
 Consultation, 105, 437, 443, 444, 450, 493
 Contest/confrontational tactics, 177, 179, 180, 217
 Convention, 14, 48, 188–190, 219, 342, 403
 Conversion rate, 414, 428
 Coordinated campaign, 342, 363
 Credibility, 142, 171, 181, 211, 272, 291, 296, 300, 301, 402, 416, 439, 458

D

Dark money, 341, 344, 363
 Debriefing, 323, 330, 419
 Debrief interview protocol, 419, 428
 Decision-maker analysis, 98, 100–103, 105
 Deep background, 300
 Delegate, 12, 14, 91, 105, 404
 Dellums, R., 15
 Democracy, 27, 184, 191–194, 219, 227, 230, 239

Demonstrative tactics, 177, 179, 180, 217
 Deontological decision-making, 459
 Direct democracy, 193, 196, 219
 Direct expenses, 385
 Direct lobbying, 54, 71, 72, 178, 379, 381
 Direct voter contact, 314, 330
 Disbursement, 343, 372, 373, 377, 393
 Disclaimer, 297, 337, 363, 387
 Disclosure, 338–342, 354, 363, 373, 375, 382, 391, 392, 452
 Disenfranchisement, 27, 240, 248, 258
 District, 30, 32–34, 37, 40, 60, 64, 121, 126, 132, 135, 142, 160, 194, 197–200, 202–206, 210–215, 218–221, 234, 241, 243, 248, 251, 257, 259, 285, 319, 326, 340, 342, 348, 350, 352, 354, 362, 374, 407, 409, 423, 424, 427, 439, 441, 443, 457, 458, 467, 471, 482, 485, 494
 Diversity, x, 31, 46, 78, 79, 85, 87, 175, 189, 228, 235, 271, 272, 282, 283, 308, 309, 432, 477, 479, 488
 Door knocking, 320, 321, 330
 Downballot, 52, 71, 255
 Downticket, 52, 71, 255
 Dropoff, 255, 258
 Duty of care, 316, 330
 Duty of loyalty, 316, 330
 Duty of obedience, 316, 331

E

Early voting, 27, 230, 231, 236, 255, 257–259
 Earned income, 345, 363
 Economic climate, 120, 128, 145, 166
 Electioneering communication, 339, 363
 Electoral campaign, x, 7–9, 14, 15, 24, 33–37, 39, 46, 78, 88, 99, 103, 114, 117, 130, 131, 137, 138, 142, 153, 185–222, 229, 243, 255, 271, 277, 280, 282, 284, 289–291, 296, 297, 299, 300, 306, 310, 312, 314, 315, 317, 318, 320, 321, 325, 328, 330, 336, 337, 344–346, 349, 351, 352, 354, 356, 358, 359, 361, 363, 366, 370–377, 382, 390, 391, 402, 403, 407, 408, 411, 414–416, 418, 422, 426, 432, 439, 463, 467, 468, 470, 471, 486, 492
 Electoral tactics, 177, 178, 181, 217
 Empowerment, xxiv, 7, 13, 18, 24–26, 35, 39, 50, 51, 81, 87–97, 105, 106, 128, 231, 233, 243, 250, 306, 308, 309, 318, 356, 412, 417
 Endorsement, 28, 34, 35, 39, 80, 103, 137, 205, 211, 215, 230, 255, 297
 Endowment, 347, 363, 364

Estate tax, 275, 347, 363
 Ethical decision-making, 432, 441, 448–454, 459
 Ethical dilemmas, 19, 55, 59, 79, 85–87, 90, 93, 97, 136, 141, 143, 166, 179, 180, 195, 196, 214, 219, 233, 234, 357, 412, 432–459, 462, 474, 475, 477, 487
 Evaluation, 24, 311, 312, 402–413, 418–421, 426, 427, 444, 446, 481
 Excise tax, 347, 363
 Executive branch, 14, 32, 54, 55, 121–125, 131, 132, 145, 381, 387, 426, 455, 456, 471
 Executive order, 58, 121, 145, 153
 Expenditure, 54, 124, 144, 371–374, 376, 377, 379, 381–383, 391–394
 External efficacy, 68, 71

F

Fall-back position, 130, 145
 Federal Election Campaign Act (FECA), 338, 339, 341, 363
 Federal Election Commission (FEC), 337, 339–342, 354, 363, 373, 375, 382, 391
 Federal government, 53, 54, 56–59, 72, 121, 124, 125, 132, 143, 145, 241, 338, 347, 348, 364, 384, 386, 387, 471, 478, 487
 Federalist system, 124, 145
 Felon disenfranchisement, 27
 Fiduciary responsibility, 391–393
 Field education, 470–472
 Field operation, 216, 219
 Field plan, 210, 215, 219
 Finance committee, 350, 363
 Finance plan, 344, 354, 364
 Fiscal year, 384, 387–389, 393
 Formative evaluation, 408–410, 428
 For-profit organization, 53, 71
 Foundation, 37, 176, 237–240, 248, 261, 337, 346, 348, 353, 356, 364, 382, 406, 413, 463, 479, 485
 Framing, 19, 83, 257, 270, 271, 277, 280, 289, 300, 446
 Franchise, 237, 239, 241, 242, 259
 Fringe benefits, 375, 377, 384, 385, 388, 393
 Full-time legislature, 38, 39
 Fundamental change, 10, 130, 145, 176, 426
 Fundraising, x, 35, 38, 215, 315, 319, 336, 337, 343, 344, 346, 349–355, 357–361, 363, 366, 371, 375, 376, 392, 393, 405, 408

G

Gatekeeper, 63, 171, 181, 197, 330
 General election, 188, 190–193, 204, 209, 213, 218–221, 338, 339, 341, 354, 363, 364, 374, 377
 Generalists, ix, 9, 10, 19, 313, 463, 470, 479, 481, 483
 Generally accepted accounting principles (GAAP), 389, 393
 Get out the Vote (GOTV), 178, 216, 217, 254–259, 339, 342, 363, 414, 457
 Give/get, 364
 Government agency, 8, 25, 28, 29, 53, 55, 60, 71, 72, 157, 160, 200, 233, 347, 387, 471
 Government contract, 345, 346, 364
 Government grant, 345, 346, 364
 Grassroots, 9, 26, 28, 54, 57, 71, 72, 115, 177, 178, 181, 216, 292, 321, 346, 379, 381, 471

H

Hard money, 341, 364, 383
 Hatch Act, 54, 56, 59, 338, 364, 477
 House party, 215, 216, 219, 323, 352, 354, 376, 385, 414
 Hybrid legislature, 38, 40
 Hybrid PAC, 378, 383, 393

I

Ideology, 18, 68–70, 72, 83, 205, 219, 273, 446, 450, 462, 477, 488, 490
 Incremental change, 145, 166
 Incumbent, 64, 117, 178, 198, 201, 219–221, 282, 350, 407, 422, 440
 Independent, 69, 71, 73, 124, 127, 189, 205, 219, 340, 383, 394, 481
 Influencing Social Policy (ISP), 13
 Initiative, 9, 24, 32, 33, 49, 126, 170, 175, 181, 186, 193–196, 208, 218–220, 230, 412, 471
 In-kind, 47, 72, 344, 346, 353, 360, 364, 370, 374, 376, 377, 385
 Inputs, 91, 121, 329, 383, 388, 389, 408, 428
 Instrumental relationship, 438, 445, 459
 Integrity, 143, 195, 237, 242, 271, 272, 383, 439, 440, 444, 445, 453, 459
 Intense Period Debrief, 419, 420, 428
 Interest group, 17, 25, 99, 103, 137–139, 157, 160, 162, 173–176, 181, 215, 317, 491

Intermediate goals, 130, 131, 145, 167, 169, 209, 210
 Internal efficacy, 68, 71
 Intersectionality, 86, 105
 Investment income, 345, 346, 348, 364

J

Judicial branch, 121, 124, 125, 137, 145

K

Kitchen cabinet, 310, 314, 315, 331

L

Legislative process, 121, 142, 155, 157, 162, 176, 281, 330, 417, 418, 438
 Legislative referendum, 194, 219
 Legislative tracking, 418, 428
 Legislator, 11, 14, 17, 25, 38, 53, 54, 64, 71, 72, 89, 115, 131, 133, 134, 137, 141, 164, 171, 172, 176, 178, 208, 281, 295, 296, 325, 327, 330, 359, 381, 390, 404, 417, 418, 422, 427, 435, 438, 456, 479, 491, 494
 Lewis, C., 13
 Licensure, 296, 475, 476, 482–484
 Likely voters, 210, 212–214, 216, 217, 219
 Line-item budget, 372, 393
 Lit drop, 321, 331
 Litigation tactics, 177, 178, 181, 217
 Lobbying, 72, 313, 343, 345, 379–382, 392
 Long-term goals, 130, 145, 167, 169, 209

M

Macro practice, 24, 40, 451, 470, 483, 485
 Mailing, 161, 254, 290, 296, 297, 321, 331, 376, 388
 Mail voting, 257–259
 Major donor donation, 344, 346, 350, 364
 Management, 24, 30, 35, 40, 58, 104, 254, 293, 406, 466, 467, 479, 481, 482, 487, 488
 McCain-Feingold Act/Bipartisan Campaign Reform Act of 2002, 337, 339, 364
 Meaningful participation, 12, 26, 91, 105, 308, 435, 454, 457, 459
 Media, xxiii, 29, 32, 36, 47, 48, 79, 83, 99, 122, 127, 134, 137–139, 144, 157, 162, 177–179, 210–212, 215–217, 244, 255, 270, 275, 277, 286, 287, 290, 297–300, 311, 319, 326, 328, 338, 349, 352, 375, 376, 394, 408, 415, 417, 419, 432, 436, 475, 491–493

deadline, 288, 300
 tracking, 419, 428
 Membership fees, 345, 364
 Message, 80, 142, 171, 175, 178, 179, 187, 210, 212, 214–216, 218, 219, 270, 271, 274–280, 282, 284, 287, 289–292, 296–301, 337, 342, 344, 355, 360, 376, 442, 468, 483, 494
 Message box exercise, 277–280, 300
 Microaggression, 437, 459
 Micro practice, 11, 25, 39
 Midterm election, 192, 219
 Mikulski, B., 5, 7, 15, 468
 Municipal government, 125, 126, 145

N

Nancy A. Humphreys Institute for Political Social Work, 35, 243, 253, 493
 National Association of Social Workers (NASW), x, 4, 7, 10–15, 17, 18, 26, 27, 35, 38, 47, 51, 52, 62, 63, 85–87, 90, 143, 161, 179, 205, 211, 214, 229, 271, 280, 312, 317, 378, 382, 413, 432–435, 437, 438, 440, 442–448, 453, 465, 471, 472, 474, 475, 477, 483, 485, 486, 491, 493
 Neighbor to neighbor, 322, 331
 News hook, 270, 287, 288, 298, 300
 Nominate, 122, 190, 219, 220
 Non-expenditure, 373, 393
 Nonpartisan, 11, 14, 33, 54, 56, 60, 188, 204, 205, 220, 229, 230, 243, 251, 254, 255, 259, 405, 416
 Nonpartisan voter engagement, 229, 243, 259
 Nonprofits, 284, 307, 312, 343–347, 349, 351–354, 357, 364
 board members, 306, 310, 315, 316, 331, 351, 391
 organization, 25, 53–55, 60, 72, 214, 230, 307, 310, 316, 336, 341, 345, 350, 364, 377–385, 391–393, 465, 483, 487
 VOTE, 229, 243, 251, 259

O

Off the record, 270, 285, 300, 439, 455
 On-boarding, 320, 331
 One-way information flow, 91, 105
 On the record, 270, 285, 295, 301
 Open primaries, 190, 220
 Open rate, 352, 364, 414
 Open seat, 62, 64, 117, 201, 220, 355
 Operating budget, 372, 393
 Operations, 122, 126, 145, 310, 316, 372, 374, 375, 377, 392, 393

- Oppression, 79, 85–90, 105, 479
- Outcome indicators, 410, 428
- Output measures, 408, 412, 414–416, 428
- Overhead, 372, 374, 375, 385, 388, 394
- P**
- Paid media, 178, 375, 376, 394
- Partially closed primaries, 189, 220
- Partisan, 56, 59, 72, 188, 203–206, 212, 214, 220, 470, 474, 477
- Partisan voter engagement, 229, 230, 232, 259
- Part-time legislature, 33, 38, 40, 445, 486, 487
- Party affiliation, 135, 188, 190, 202, 205, 220, 221
- Party identification, 69, 72, 136, 170, 212, 242, 259
- Paul, A., 13, 142, 241
- Persuasion voters, 211, 217, 220, 252, 259
- Persuasive tactics, 176–178, 181, 216
- Philanthropy, 346, 364
- Phone banking, 213, 320, 321, 331, 376
- Piven, F.F., 12, 48, 60, 81, 177, 229, 233, 235, 242, 464
- Placate, 91
- Play defense, 136, 407, 428
- Pledge, 256, 346, 364, 416
- Policy brief, 291, 292, 301
- Policy implementation, 29, 89, 124, 235, 411, 426–428, 469
- Policymaker ratings, 172, 419, 428
- Political action committee (PAC), ix, 9, 14, 28, 35, 173, 181, 383, 393, 394, 471
- Political ambition, 61–63, 72
- Political appointee, 8, 13, 29, 31, 32, 40, 165, 195, 466, 471, 485, 486
- Political climate, 90, 118, 120, 131, 135, 136, 145, 166, 206, 406, 436
- Political efficacy, 46, 61, 68, 72
- Political empowerment, 18, 25, 87–97, 128
- Political fundraising, 344, 350, 359
- Political ideology, 68, 72, 272, 276, 450, 477, 488
- Political justice, 6, 24, 27, 239, 259, 464
- Political knowledge, ix, 4, 9, 24, 25, 39, 46, 62, 63, 66, 71, 72, 462, 472, 476, 488, 489
- Political participation, ix, 4, 25, 47, 48, 50, 51, 61–64, 66–72, 213, 234, 253, 254, 259, 308
- Political skill, 39, 61, 67, 72, 469, 470, 472, 488, 489
- Political social work, 4, 24, 94, 103–105, 115, 118, 127, 128, 130, 139, 175, 233, 370, 432, 462
- Political social worker, 5, 24, 49, 78, 115, 132, 134, 137, 143, 157, 199, 230, 276, 306, 336, 350, 386, 409, 432, 463
- Political socialization, 62, 453
- Political sphere, 47, 72, 405
- Poll watcher, 25, 40
- Power, 4, 24, 48, 78, 115, 117, 119, 121, 122, 124–126, 128, 131–134, 137–139, 142, 145, 146, 152, 189, 191, 199, 206, 215, 221, 228, 272, 276, 285, 293, 308, 349, 417, 448, 462
- Power analysis, 98, 99, 106
- Power mapping, 98–100
- Power ‘over’, 81, 98, 106, 139, 170, 171, 181, 234
- Power relations, 85, 92, 98
- Power ‘to’, 81, 106
- Power ‘with’, 81, 106
- Power ‘within’, 81, 106
- Precinct, 25, 40, 203–205, 210, 220, 222
- Precinct analysis, 25, 204, 220
- Preclearance, 241, 242, 259
- Presidential Election Campaign Fund, 338, 339, 364
- Press release, 216, 285, 290, 297, 298, 301
- Primaries open to unaffiliated voters, 220
- Primary elections, 187–190, 204, 205, 218–221, 247, 338, 374, 409
- Primary target, 170, 171, 181
- Privilege, 37, 79, 86–90, 106, 140, 236, 237, 243, 259, 276, 294, 382, 462
- Procedural power, 83, 106
- Process indicators, 408, 428
- Process power, 83, 106
- Professional organizations, 70, 161, 181
- Professional use of self, x, 271–273, 301
- Professionalism, 11, 274, 301, 474
- Profit, 26, 37, 53, 54, 71, 363, 364, 372, 379, 381, 394
- Program budget, 372, 374, 384, 394
- Progressive tax, 347, 364
- Provisional ballots, 234, 242, 259
- Psychological engagement, 61, 68–72
- Public, 6, 24, 46, 81, 115, 116, 120, 123, 126, 137, 138, 140, 142, 145, 157, 190, 193–196, 213, 216, 229, 270, 307, 336–339, 341–343, 346, 349, 351, 363–365, 370, 405, 434, 465
- education tactics, 177, 178, 181, 216
- financing, 342, 365
- organization, 53, 71, 72
- polling, 418, 428

R

Rankin, J., 4, 13, 15, 16, 53, 468
 Raising money, 6, 19, 38, 142, 218, 336, 349, 356, 475
 Rational choice paradigm, 62, 72
 Recall, 188, 193, 207, 220, 443
 Receipts, 341, 348, 361, 365, 391
 Recruitment, 34, 40, 60, 61, 63, 70, 71, 197, 307, 311, 316
 Referendum, 15, 57, 193, 194, 218–220, 293
 Referendum campaign, 193, 218, 220
 Registered agent, 392, 394
 Regressive tax, 347, 365
 Regular elections, 190, 220
 Regulation, 53, 54, 93, 123, 125, 132, 135, 145, 155, 160, 178, 299, 312, 336, 338, 339, 341, 345, 346, 372, 378, 379, 381, 416–418, 426, 444
 Regulatory process, 123, 125, 137, 145
 Representative democracy, 186, 193, 196, 221, 236
 Research, 4, 7, 13, 14, 18, 24, 25, 33–36, 38, 40, 48–52, 61, 62, 64, 68, 70, 87, 127, 132, 152, 154–156, 161, 162, 165, 181, 206, 213, 217, 235, 243, 256, 258, 260, 261, 272, 280, 287, 291–293, 301, 312, 319, 326, 349, 370, 375, 377, 387, 418, 419, 432, 440, 445, 446, 455, 457, 464, 468, 476, 479, 487, 490
 Resources, x, xxiii, 10, 11, 24–26, 34, 39, 40, 47, 48, 55, 61, 62, 71, 72, 79–81, 85, 87, 94, 95, 97, 103, 105, 115, 118, 119, 127, 128, 141, 157, 158, 160–163, 166, 172, 177, 179, 187, 188, 190, 196, 199, 201, 202, 204–206, 208, 211, 212, 214, 216, 230, 238, 243, 247, 249, 259, 271, 272, 274, 284, 289, 306, 307, 314, 316, 318, 319, 323, 325, 335–366, 370–394, 403, 408, 412, 418, 424, 427, 433, 435, 446, 454, 457, 459, 463, 472, 484, 493
 Result-oriented budgeting, 388, 394
 Revenue, 53, 132, 145, 336, 338, 343–345, 347–350, 364–366, 370–373, 377, 380, 384, 387, 388, 393, 394, 456
 Reward power, 83, 106
 Richmond, M., 11, 279

S

Script, 252, 256, 320, 321, 360–362, 365
 Secondary target, 170–172, 181
 Seed money, 349, 351, 365
 Self-care, 445, 476, 487, 492–495

Self-determination, 4, 6, 81, 143, 233, 234, 436, 437, 446, 452, 454, 459
 Self-funded, 339, 365
 Short-term goals, 116, 130, 145, 152, 167, 186, 207–210, 412
 Small dollar donation, 344, 346, 365
 Social change, ix, xxii, 4, 5, 7, 8, 18, 19, 24, 78, 92, 94, 105, 120, 138, 141, 145, 308, 359, 405–407, 435, 463
 Social climate, 120, 145
 Social justice, xxiv, 4–7, 18, 19, 24, 40, 47, 51, 86, 143, 179, 180, 239, 294, 348, 435, 436, 440, 444, 446, 452–455, 459, 472, 474, 475, 492
 Social media, 29, 33, 48, 134, 137, 144, 162, 178, 179, 212, 216, 244, 270, 280–290, 292, 298–301, 326, 352, 432, 475, 491, 493
 Social sphere, 47, 72
 Social welfare organization, 340, 345, 381, 382, 394
 Social work education, 12, 37, 70, 85, 87, 94, 231, 312, 313, 358, 404, 418, 433, 463, 468, 472–480, 482, 483, 485
 Social work history, 10–18, 27, 89
 Soft money, 341, 344, 365, 383
 Soliciting donations, 365
 Solidarity, 78, 95, 97, 106, 138
 Soundbite, 270, 275, 301
 Special elections, 188, 192, 204, 213, 218, 221
 Specialists, 9, 10, 19, 52
 Staffing, 187, 372, 385
 State government, 50, 60, 124, 125, 133, 146, 155, 157, 162, 192, 195, 347, 348
 Statutes, 157, 180, 181, 193
 Strategy, x, xxiv, 96, 104, 113–147, 152–154, 165, 167, 170, 176, 180, 186, 187, 196, 197, 201, 271, 284–286, 289, 296, 349, 388, 402, 409, 411, 412, 418, 419
 Substantive power, 83, 106
 Suffrage, 12, 16, 19, 27, 142, 241, 464
 Summative evaluation, 402, 407, 421, 428
 Super PAC, 344, 383, 394
 SWOT analysis, 118, 146, 165, 206
 Systems change, 9, 130, 401

T

Tactics, 29, 48, 49, 67, 88, 104, 114, 116, 141–144, 146, 152, 176–181, 186, 210, 211, 215–218, 221, 271, 287, 290, 405–408, 412, 414, 415, 440
 Target, 146

- Targeted tactics, 221
 Tax-exempt status, 73
 Teleological decision-making, 459
 Testimony, 301
 Think tank, 181
 Third parties, 73, 221
 Tone, 301
 Top-two primaries, 221
 Town meetings, 221
 Trade association, 181
 Traditional media, 301
 Treasurer, 331
 Turnout voters, 221
 Two-party system, 221
- U**
- Unaffiliated, 189, 190, 205, 219–221, 371
 Uncontested, 200, 201
 Unicameral legislature, 125, 133, 146
 Universal claim, 275, 301
 Universe, 217, 221
 Unrestricted funds, 346, 365
 Unsolicited donation, 365
- V**
- Value patterning, 453, 459
 Values, xi, 4, 6, 7, 9, 18, 19, 24, 81, 90, 93,
 103, 117, 128, 136, 141, 143, 166, 171,
 198, 214, 217, 228, 234, 236, 237,
 248–250, 252, 271, 272, 274, 299, 340,
 357, 433–441, 444, 445, 449–454,
 462, 492
 Viability, 187, 349, 355, 365
- Volunteer development, 324, 325, 331
 Volunteers, xxii, 19, 28, 29, 33, 35, 130, 141,
 188, 200, 205, 210, 215, 216, 219, 254,
 272, 292, 306–325, 327, 370, 374–377,
 391, 414, 415, 421, 438–440, 471
 Vote deficit, 424, 428, 429
 Voter contact, 187, 210, 314, 371,
 374–376
 Voter education, 12, 14, 26, 60, 229, 230, 233,
 251–254, 259
 Voter engagement, 12, 19, 26, 228–262, 271,
 306, 343, 345, 416, 417, 464
 Voter fraud, 237, 238, 242, 259, 260
 Voter identification (VI), 212, 236, 242, 252,
 259, 414
 Voter outreach, 26, 115, 230, 252, 254–259,
 323, 371, 381
 Voter registration, 259, 416–418, 424,
 472, 477
 Voter suppression, 27, 237, 260
 Voting, 8, 15, 25, 47, 99, 128, 134–136, 153,
 190–192, 198, 200, 202–206, 209, 211,
 213, 220, 228, 291, 387, 425, 470
 history, 213, 221
 records, 15, 60, 172, 173, 181, 256
 Voting Rights Act (VRA), 27, 241, 242, 260
 Vulnerable incumbent, 201, 221
- W**
- Wave election, 131, 146
 Whip, 133, 146
 Whip count, 422
 White hat lobbyist, 95, 106
 Win number, 210, 217, 422–426, 428