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0. Untitled introduction;
 - A. Definition: *party activists*
 1. People who work within the *party organization*
 2. Party activists can be
 - a. Paid professional staff (relatively few in number)
 - b. Unpaid amateurs (both skilled and unskilled)
 - B. With goals of their own, either type of activist can advance or retard the *party organization's* basic goals:
 1. Mobilize the *party in the electorate*
 2. Get the *party in government* to put the party's platform into law

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| <ol style="list-style-type: none">I. What draws people into party activity?<ol style="list-style-type: none">A. Material incentives -- "spoils" (<i>tangible</i> rewards)<ol style="list-style-type: none">1. <i>Patronage</i>:<ol style="list-style-type: none">a. Definition: preferential distribution of <i>appointed</i> government jobs (in exchange for partisan support)b. USSC has strictly limited patronage by ruling that politically-based hiring, promoting, and firing of government employees can now be used only for policy-making positions – e.g., top-level executive and legislative staff positionsc. Other factors in decline<ol style="list-style-type: none">(1) Civil service(2) Collective bargaining - public employee unions(3) Candidate-centered politics(4) Issue-activist politics2. <i>Elected government jobs</i>3. <i>Preferments</i>:<ol style="list-style-type: none">a. Definition: preferential distribution of government services, contracts, or law enforcement (in exchange for partisan support)b. Importance: now arguably more important than <i>patronage</i>c. Heavily used to court support from all classes & interests in society:<ol style="list-style-type: none">(1) Economic groups: business, labor, consumer groups(2) Non-economic groups: religious, ethnic, racial, gender, regional, etc.d. Limiting factors:<ol style="list-style-type: none">(1) Competitive & sealed bidding(2) Conflict of interest statutes(3) Privatization(4) "Sunshine" and "sunset" lawsB. Non-material incentives (<i>intangible</i> rewards)<ol style="list-style-type: none">1. Solidary (social/psychological) needs2. Purposive (ideological) goals (that are not individually self-serving)C. Mixed incentives Box, p. 89<ol style="list-style-type: none">1. Across individuals2. Across time |
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D. Professionals and amateurs Table 5.1, p. 91 & Box, p. 92

1. Style: pragmatic v. purist
2. Incentives: material v. purposive
3. Loyalty/orientation: party v. policy or candidate
4. Nominating criteria: electability v. principle
5. Decision structure: hierarchical v. democratic
6. Candidate support: automatic v. conditional
7. Recruitment: within v. without
8. SES level: middle v. high

II. How do parties recruit activists?

- A. Finding volunteers: is anybody home?
- B. Means, motive, and opportunity

III. What kinds of people become party activists?

- A. People from “political families”
- B. Better educated and wealthier than average
- C. Different agendas
- D. More extreme views

IV. Party activists and democracy

- A. The problem of representation
- B. Amateurs and pressure for internal party democracy
- C. Activists and party strength – limits on strong parties
 1. External controls
 - a. Indirect
 - (1) Social pluralism
 - (2) Electoral market discipline
 - b. Direct statutory controls
 2. Internal controls
 - a. Values
 - b. Bottom-up selection of leaders
 - c. Factional competition
 - d. Independence of officeholders