I. Mystification

1. Definition of Mystification
   - Mystification = Distortions of perceptions of reality that mask/obscure that reality.
   - Illustration: Mystification of nature

2. Social Examples of mystification
   - Individualistic explanations of individual acts.
   - Partial structural explanations of structural effects.

3. Fetishism
   - “fetishism” as a general idea
   - Commodity fetishism
   - Capital fetishism
   - Market fetishism

4. Mystification and Reality: mystifications are not hallucinations

5. Mystification of the Actual and the Possible
   - Critical issue = naturalizing socially constructed institutions: TINA as mystification
   - Implication = The social production of functioning alternatives is one of the basic ways of struggling against the mystification of the existing society as the only possible society.

6. Functionalist Thinking in the Theory of Mystification
   - Problem: why should masking distortions of reality also be optimal for social reproduction?
   - Mystification distorts subjectivity of bourgeoisie as well as the working class
   - Central question should be: what processes obstruct demystification

7. Ideological Apparatuses & struggle

8. Mystification and Socialism/Communism

II. HEGEMONY

1. Leadership

2. Moral and Intellectual Leadership
   2.1 Two visions of what it means to have an antagonism to oppositional ideological systems:
      - Ideological struggle as the confrontation of two paradigmatic ideologies.
      - Ideological struggle as struggle on the terrain of ideology rather than between ideologies.
   2.2 Moral leadership means: incorporating popular/oppositional moral elements into the hegemonic ideology
   2.3 An example: articulation of elements in bourgeois ideology defending capitalism vs socialist re-articulation:
      - Bourgeois elements: freedom + democracy + private property + equality + material well-being
      - How are these “articulated” in bourgeois ideology? How are they rearticulated in a socialist ideology?
   2.4 Intellectual leadership

3. Hegemony and Counterhegemony: Ideological Class Struggle

4. Hegemony and marginalization
III. LEGITIMATION: IDEOLOGY & NORMS

1. The Normative Dimension of Ideology and its connection to mystification
   - Mystifications helps to support legitimation:
   - Legitimation obstructs demystification.

2. An example: Individualistic competitiveness.
   2.1 three normative beliefs that constitute individualism
   2.2 Explanations of prevalence of normative individualism
      1) Indoctrination/socialization
      2) Cognitive dissonance
      3) Character structure
      4) Social practices

3. Coercion, consent & norms
   Example: why do workers work so hard? Do norms & legitimation play a role? How?

4. Transforming norms

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**Social Norms:**

% of all people who believe that it is just as appropriate for men as for women to be heavily engaged in all childcare activities

**Behavior:** % of fathers who take active, publicly visible care of children