

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

