Most models of party competition assume that citizens vote for a platform rather than narrowly targeted material benefits. However, there are many countries where politicians win elections by money, jobs, and services in direct exchange for votes. This is not just true in the developing world, but also in economically developed countries—such as Japan and Austria—that clearly meet the definition of stable, modern democracies. This book offers explanations for why politicians engage in clientelistic behaviors and why voters respond. Using newly collected data on national and subnational patterns of patronage and electoral competition, the contributors demonstrate why explanations based on economic modernization or electoral institutions cannot account for international variation in patron-client and programmatic competition. Instead, they show how the interaction of economic development, party competition, governance of the economy, and ethnic heterogeneity may work together to determine the choices of patrons, clients, and policies.

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