

## BETTER TECHNOLOGY. **BETTER INSIGHTS. BETTER DECISIONS.**

September 10, 2024

# Live Labs Analysis: 7757 Mercury Presidential Debate 091024

Analysis Type: **Discussion Summary** 

7757 merc debate video commercials Project:

The debate held at the National Constitution Center in Philadelphia on ABC was a pivotal and contentious moment in the 2024 presidential race, featuring former President Donald Trump and Vice President Kamala Harris. Moderated by ABC's David Muir and Linsey Davis, the debate touched upon pressing national and international issues, serving as a critical juncture for both campaigns. The format facilitated a 90-minute intense exchange, highlighting severe ideological differences between the candidates.

Starting with the economy, Vice President Kamala Harris outlined an "opportunity economy" focusing on lifting the middle class. She proposed extending tax cuts for young families and small startups and criticized former President Trump's plans for favoring billionaires and corporations. On the other hand, Trump responded by denying the existence of his alleged sales tax plan, emphasizing tariffs on foreign imports, and blaming Harris and the Biden administration for high inflation and a crumbling economy. Harris's rebuttal accused Trump of leaving a disastrous economy, while Trump pointed out his administration's efforts to rebuild the economy post-pandemic. Fact-checking Trump's claims about Harris's so-called "Trump sales tax" reveals that comprehensive information about these claims is largely unsubstantiated, with PolitiFact labeling similar past claims as exaggerated.

On abortion, Trump proudly discussed his role in overturning Roe v. Wade. expressing his support for states deciding the legality of abortion and emphasizing exceptions for rape, incest, and the mother's life. Harris argued that Trump had pushed for extreme abortion bans, denying healthcare to women in emergency situations and promising to restore the protections of Roe v. Wade if elected. Trump's argument about post-birth abortions, though pronounced, was rated by USA Today as misleading, with no legal allowance for such acts.

Immigration sparked fiery exchanges. Harris criticized Trump for killing bipartisan immigration bills that could enhance border security and combat drug trafficking, while Trump painted a grim picture of immigrants as criminals overrunning American towns. This part of the debate revealed significant interruptions and lack of decorum from Trump, as noted by the moderators. Trump's exaggerated



claims of immigrants causing crime were mostly false and have been debunked by multiple sources, including the FBI and local authorities.

In addressing national security and foreign policy, particularly the Israel-Hamas war and the situation in Ukraine, Harris condemned Trump as weak on national security and too cozy with dictators. Trump, however, insisted that his strongman tactics were respected globally and that conflicts like Ukraine's war would be resolved swiftly under his leadership. Harris pointedly emphasized the alliances built and sustained by the Biden administration, reinforcing the importance of NATO. Fact-checking Trump's claims about European payment capabilities to NATO corroborates his exaggerations of insufficient European contributions.

Regarding healthcare, Trump reaffirmed his intention to replace Obamacare, claiming his approach would offer better and cheaper coverage. Harris defended strengthening the Affordable Care Act, highlighting accomplishments in capping insulin and prescription drug costs, and ensuring pre-existing condition coverage. Trump's failure to present a concrete alternative healthcare plan has been a consistent issue that undermines his claims.

Trump's controversial statements about Harris's racial identity were also mentioned. Harris called out Trump's history of racial divisiveness, while Trump dismissed the significance of the accusations. Fact-checking Trump's past remarks on racial issues confirms a history of racially inflammatory comments, adding weight to Harris's arguments.

Best and Worst Characteristics Displayed:

- Trump's best characteristic was his assertiveness and confidence in presenting his viewpoints, though often factually controversial.
- Trump's worst characteristic was his frequent interruptions and overtly aggressive demeanor, shown in moments of unsubstantiated claims and misleading statements.
- Harris's best characteristic was her poise and detailed policy proposals, underpinned by a vision of inclusivity and unity.
- Harris's worst characteristic was a slight propensity to over-rely on the past administration's perceived failures, sometimes at the expense of articulating new forward-looking policies.

Reaction of Different Target Audiences:

#### Republicans:

Republicans likely approached the debate expecting Trump to reinforce their views on economic and immigration policies, as well as his strongman approach to foreign policy. They anticipated and welcomed his attacks on Harris and the



Biden administration. They were likely satisfied with Trump's assertive stance on immigration, dismissive attitude towards climate change, and critiques of Harris's economic policies. However, they might have been slightly unsettled by his lack of a concrete healthcare plan and by Harris's effective fact-checking of some claims.

#### Democrats:

Democrats likely anticipated Harris to critique Trump's past presidency and delineate her vision sharply differing from Trump's. They hoped for a focus on social justice, healthcare, and climate change. Harris's strong stance on abortion rights and critique of Trump's handling of COVID-19 likely resonated well, reinforcing their support. However, they might be frustrated by the interruptions and misinformation propagated by Trump, which overshadowed some policy discussions.

## Independents:

Independents likely expected a balanced display of policy depth from both candidates. They were probably looking for clear, pragmatic solutions to economic and social issues without excessive partisan attacks. Harris's measured responses and focus on detailed policy might have appealed to them, though Trump's accusations and disruptions might have amplified their concerns about his temperament. Independents might be turned off by Trump's aggressive interruptions and pleased by Harris's attempts to present a unifying vision.

In conclusion, both candidates displayed starkly contrasting approaches—Trump aiming to re-energize his base with aggressive critiques and Harris emphasizing competence and policy depth. Trump's penchant for interruptions and misleading claims likely harmed his chances of swaying undecided voters. Harris's poised and comprehensive responses likely reinforced her appeal to a broad electorate. Overall, Harris might have done better due to her strategies of factual rebuttals and articulating a clear vision, potentially expanding her base of supporters while Trump's combative style might have primarily served to reinforce his existing base without broadening it significantly.



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Project: 7757\_merc\_debate\_video\_commercials

# Strategy Guide for Kamala Harris What You Did Best

- Emphasizing Plans and Policies: You were clear and concise about your plans for the economy, healthcare, and climate change. Your focus on practical solutions and the future likely appealed to voters looking for stability and progress.
- Highlighting Professional Experience: You effectively used your background as a prosecutor and your tenure as Vice President to build credibility, showcasing your readiness to lead.
- Direct Counterpoints to Trump's Claims: You adeptly highlighted the inconsistencies and missteps of the Trump administration, reinforcing your points with fact-based criticisms.
- Strong Closing Statement: Your closing statement emphasized unity, future-oriented policies, and your long-standing commitment to serving the American people, which likely resonated well with the audience.

## What You Did Worst

- Defensiveness: At times, your responses to Trump's provocations came off as defensive rather than assertive, which may have undercut some of your more powerful points.
- Overlooking Direct Attacks: There were moments when you could have more forcefully rebutted Trump's accusations. For example, his claims regarding your stance on abortion could have been met with firmer counterpoints.
- Missed Opportunities for Aspirational Language: While your policy details were strong, there could have been more emphasis on the inspirational vision of your leadership to rally undecided voters.

## **Fact Checked Errors**

- Trump's Role in Trade Deficit: While you correctly pointed out that Trump's trade policies had adverse effects, the assertion that he invited "one of the highest trade deficits" could be nuanced. According to the U.S. Department of Commerce, the trade deficit indeed increased, but it also fluctuated due to complex global trade dynamics.
- 2. Characterization of Project 2025: While Project 2025 does present conservative policies, specific details on its implementation should be



fact-checked through sources like the Heritage Foundation's publications to ensure accurate representation.

#### **Audience Reactions**

- Attracted: Middle-class families, women voters, healthcare-focused constituents, climate change advocates, and those concerned with social justice.
- Alienated: More conservative voters, particularly on issues of abortion and immigration, might have felt distanced due to the stark ideological differences highlighted during the debate.

# Why Addressing These Issues is Important

Addressing these issues ensures that your campaign remains credible and appealing to undecided voters and swing states. Overcoming defensiveness and more effectively countering attacks will help solidify your leadership image, while the inspirational vision will boost morale among your base.

# **Specific Strategy**

- Strengthen Rebuttals: Prepare more assertive, fact-based counterpoints to Trump's accusations. Use clear, impactful language to dismantle his claims without appearing defensive.
- 2. Emphasize Inspirational Vision: Incorporate more forward-looking, inspirational rhetoric into your messaging. Highlight the aspirational aspects of your policies and how they align with the American Dream.
- Targeted Communication: Focus your messaging on swing states and demographics that could be pivotal, employing data-driven insights to tailor your speeches and ads.
- 4. Clarify Stance on Controversial Issues: Issue clarifying statements on abortion and other contentious topics to nullify any misrepresentations and reinforce your policy positions.

# The Spin Room

- Likely Questions:
- "What do you say to voters who view your policy shifts as inconsistent?"
- "How do you respond to Trump's accusations about your economic plans' feasibility?"
- "Can you clarify your stance on reproductive rights in light of Trump's comments?"
- Suggested Strong Responses:



- "My policies have always adapted to the evolving needs of Americans, reflecting a pragmatic approach to governance."
- "My economic plans are backed by leading economists who see them as the best path forward for sustainable growth."
- "Reproductive rights are fundamental, and our policies ensure that every woman has the freedom to make decisions about her own body."
- Key Strong Points to Push:
- Your detailed policy plans for economic relief and growth.
- Your longstanding commitment to healthcare access.
- Your clear, compassionate leadership style focused on unity and progress.

# **Strategy Guide for Donald Trump**What You Did Best

- Commanding Presence: Your assertive and confident demeanor likely resonated with your base, emphasizing your experience and decisiveness.
- Emphasis on Past Achievements: Highlighting your past successes in the economy, trade, and foreign policy likely appealed to voters nostalgic for your previous term.
- Quick Responses to Attacks: You were swift to counter Harris's criticisms, maintaining an aggressive stance that would be seen as strong by your supporters.
- Focus on Immigration and Border Security: Your pointed discussion on immigration and border security likely continued to galvanize your base.

### What You Did Worst

- Blurring Facts: There were several segments where your statements didn't align with documented facts, which may have hurt your credibility among undecided or fact-focused voters.
- Overly Aggressive Tone: At times, your tone crossed into aggressive, which may have alienated more moderate or undecided voters looking for a calmer presidential demeanor.
- Interruptions and Distractions: Frequent interruptions and pivoting away from questions might have been perceived as evasive behavior, diminishing your impact on substantive policy discussions.

#### **Fact Checked Errors**



- Inflation Rates: Claims about inflation rates were exaggerated. The Bureau
  of Labor Statistics shows fluctuations but not at the historic levels you
  suggested.
- Immigration Claims: Assertions about criminal activity among immigrants were largely unsupported. FBI and local reports contradict your claims of widespread criminality tied directly to immigration.
- 3. Afghanistan Withdrawal: Misrepresentations about the nature of the agreement with the Taliban exist. Independent reviews, such as those from the RAND Corporation, paint a more nuanced picture.

#### **Audience Reactions**

- Attracted: Traditional Trump supporters, those focused on strong immigration policies, voters emphasizing the economy and national security.
- Alienated: Moderate Republicans, undecideds, women voters, fact-focused individuals, those disturbed by aggressive debate tactics.

# Why Addressing These Issues is Important

Correcting factual inaccuracies and moderating tone are crucial for expanding beyond your base. Ensuring factual consistency will help reclaim credibility and attract undecided voters, while a moderated tone can demonstrate statesmanship.

# **Specific Strategy**

- Moderate Aggressive Tone: Adopt a more measured tone during debates and public appearances to appear more presidential and attract undecided voters.
- 2. Fact-based Assertions: Ensure all statements are backed by credible data to avoid backlash and enhance your reputation for honesty.
- Detailed Policy Discussions: Provide more detailed explanations of your policies, especially healthcare and the economy, to reassure voters of your solid plans.
- 4. Strategic Advertising: Focus on swing states and key demographics with targeted, fact-based messaging that highlights your past achievements and future plans.

# The Spin Room

- Likely Questions:
- "Can you clarify your statements on inflation and immigration given recent data?"
- "Why should undecided voters trust you given factual discrepancies noted tonight?"



- "How do you plan to govern differently given criticisms of your past term?"
- Suggested Strong Responses:
- "My administration's approach to economic policy aimed to create jobs and reduce costs for Americans, and we will refine our strategies to address current economic challenges."
- "We will always rely on strong, verified data to direct our policies, and I stand firm on my commitment to secure our borders and improve national security."
- "We have learned a lot and will approach governance with renewed vigor and a focus on uniting the country for a stronger future."
- Key Strong Points to Push:
- Your track record of economic growth and job creation.
- Your decisive approach to national security and border control.
- Your willingness to take bold actions to protect American interests.

