



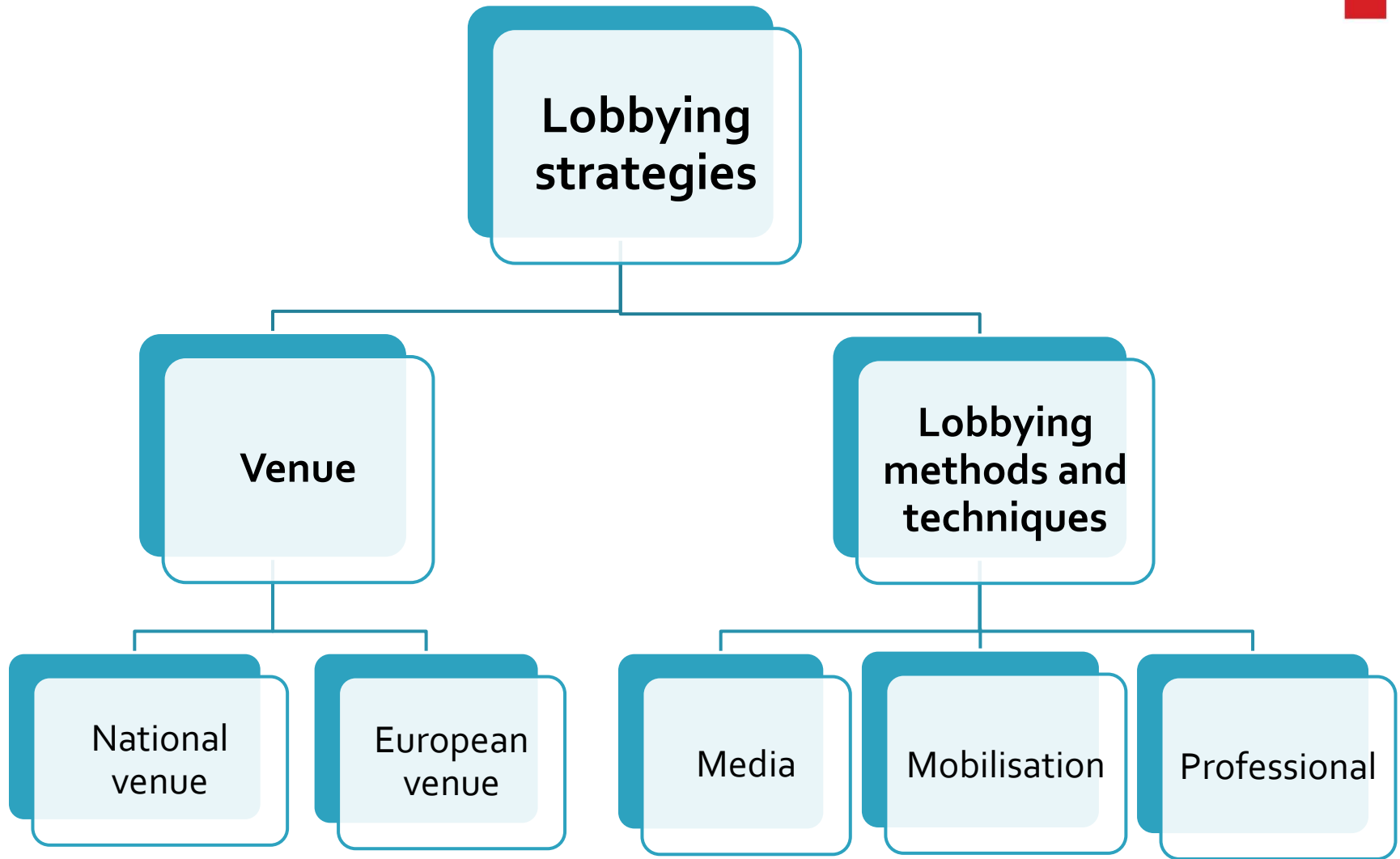
# How are multi-level and multi-institutional lobby-strategies developed?

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# Research focus

- *a bottom-up view of the inputs of national interest organisations (IOs) into EU-level policymaking*
- (1) the strategies IOs adopt: selection of the **level of government** and the choice of **institution** to lobby
- (2) the strategies they adopt in terms of **lobbying methods and techniques**.





# *Which factors influence interest organisations' choices of strategies:*

- the *type* of interest organisation;
- *policy field*;
- *country* variations;
- *EU funding* of interest organisations;
- *membership of EU umbrella organisations.*



# Data

- INTEREURO Multi-Level Governance Module (MLG) ([www.intereuro.eu](http://www.intereuro.eu))
- the **20 most salient legislative proposals** in the period from 2008 to 2010
- **three policy fields**: (i) environment and energy, (ii) rights and (iii) finances)
- **five countries**: Germany, the Netherlands, Slovenia, Sweden and the UK



# Key findings

the key determinant of multi-level lobbying is the country origin of an IO

Proportion of IOs lobbying on national and EU level

United Kingdom	100.0 %
The Netherlands	85.7%
Germany	84.2%
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Sweden	45.5%
Slovenia	22.9%

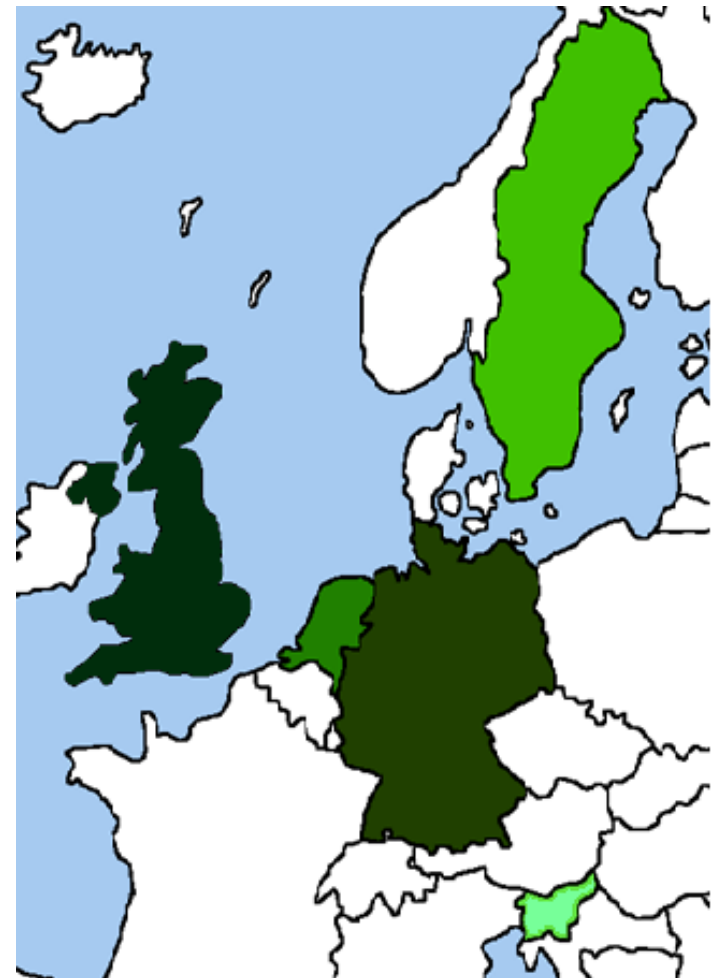

**Table 1:** The Results of Regression Analysis – The Factors of Lobbying Intensity at the Various Venues

<i>Factors:</i>	<i>Lobbying indexes:</i> provision of information to the NATIONAL EXECUTIVE	provision of information to the NATIONAL PARLIAMENT	provision of information to the EUROPEAN PARLIAMENT	provision of information to the EUROPEAN COMMISSION	provision of information to the EU COUNCIL and/or PERM. REPR.	Provision of information to CIVIL SOCIETY
<b>old EU members</b>	+++	+++	+++	+++	+++	+++
<b>policy field: rights</b>		+++				
<b>finance</b>	-	--				
<b>environment, energy</b>	ref	ref	ref	ref	ref	ref
<b>financing from EU programmes</b>	++		-			+
<b>member of an umbrella org.</b>				-		++
<b>group type: economic</b>			--			---



# Provision of information across countries

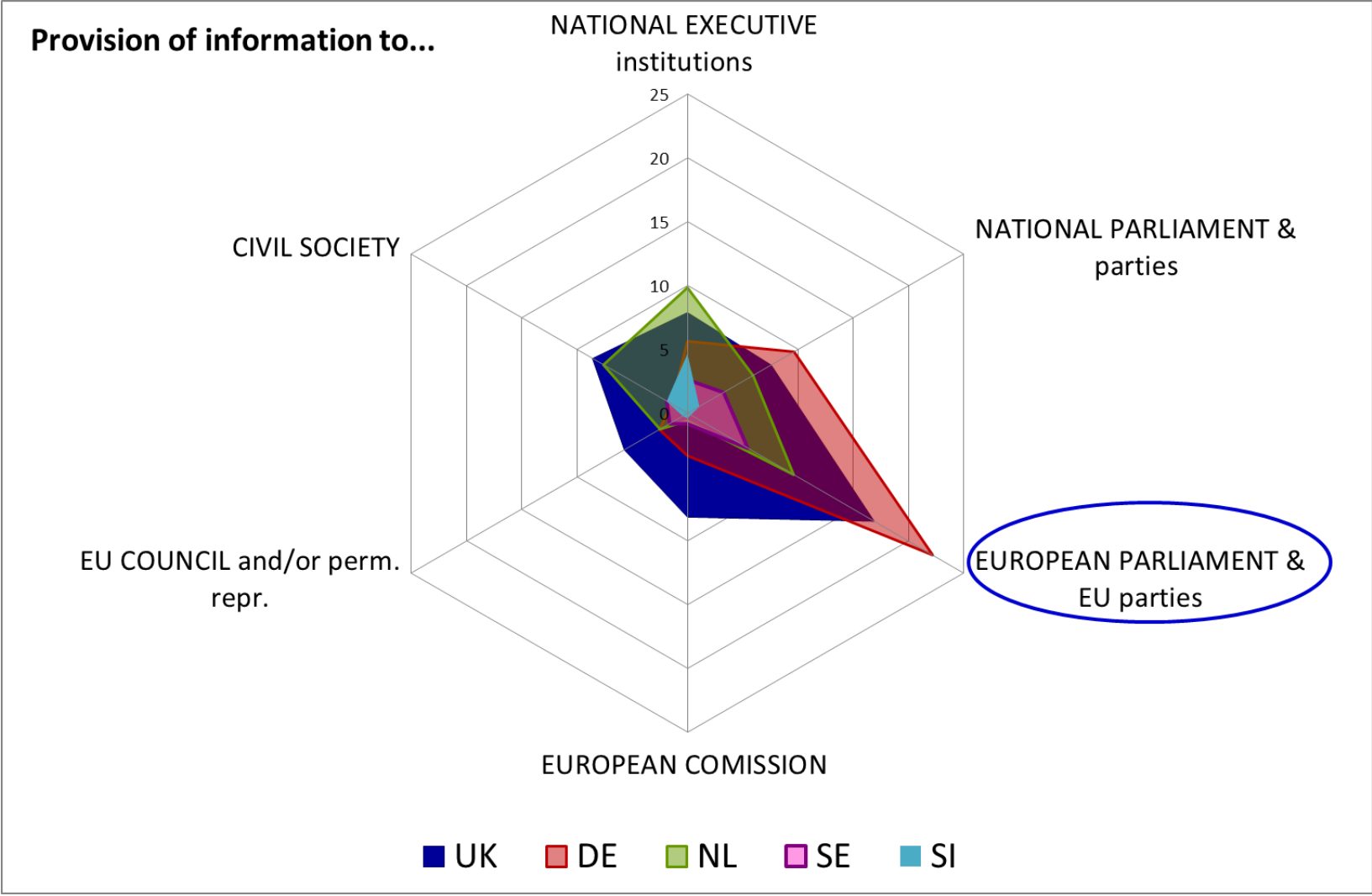
The differences in activity levels **between countries** are greater than the differences between different policy fields. Interest organisations are more homogeneous within a country than within the same policy field.







**Figure 1: 'Venue Strategy' Indexes - Average Values for Countries**



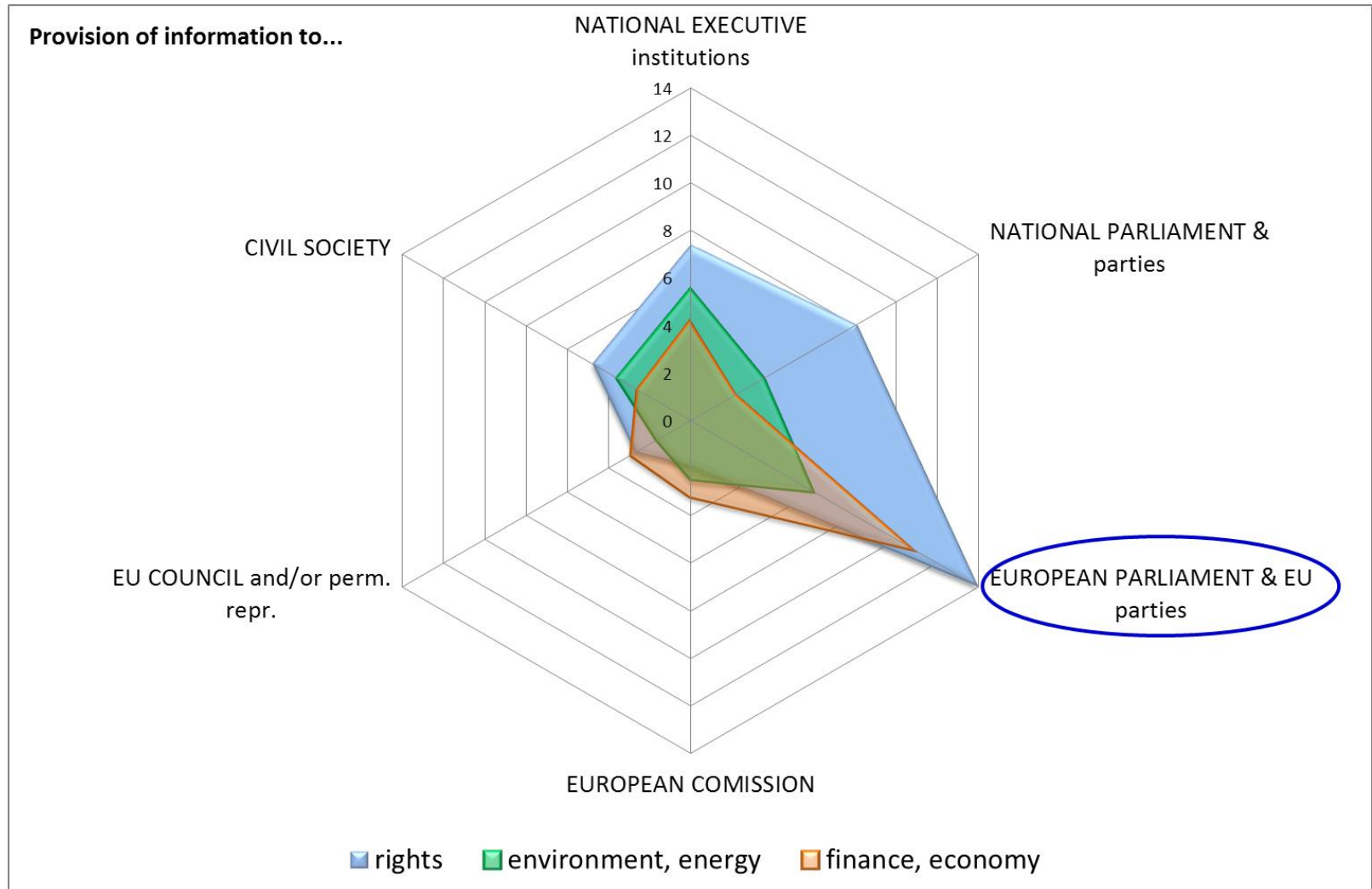


**Table 2: 'Venue strategy' Indexes - Average Values for Countries**

Provision of information to...	NATIONAL EXECUTIVE institutions	NATIONAL PARLIAMENT & parties	EUROPEAN PARLIAMENT and EU parties	EUROPEAN COMMISSION	EU COUNCIL and/or perm. repr.	CIVIL SOCIETY
Germany	5.66	9.65	22.20	3.32	2.54	1.45
The Netherlands	9.86	5.94	9.62	0.57	2.48	7.61
Sweden	2.64	3.27	5.46	0.82	1.61	1.86
United Kingdom	7.91	7.58	16.90	8.13	5.72	8.60
Slovenia	4.67	1.08	0.29	0.39	0.43	1.89
Total	5.96	4.89	9.52	2.41	2.22	3.82



**Figure 2: 'Venue Strategy' Indexes -Average Values for Policy Fields**



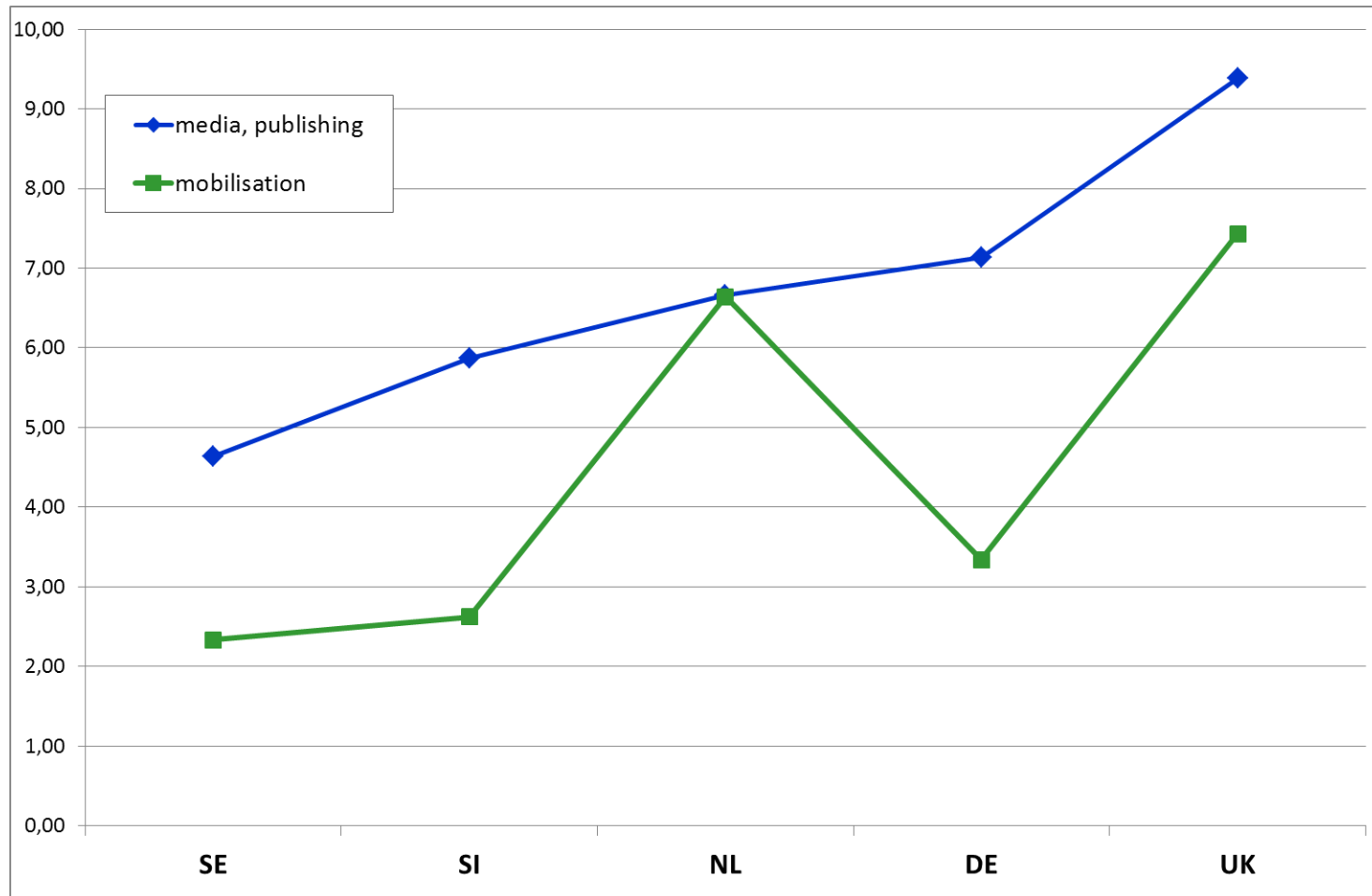


**Table 3: Venue Strategy Indexes - Average Values For Policy Fields**

Provision of information to...	NATIONAL EXECUTIVE institutions	NATIONAL PARLIAMENT & parties	EUROPEAN PARLIAMENT & EU parties	EUROPEAN COMMISSION	EU COUNCIL and/or perm. repr.	CIVIL SOCIETY
rights	7.40	8.07	13.95	1.94	2.70	4.77
environment, energy	5.55	3.56	5.97	2.48	1.64	3.58
finance, economy	4.20	2.21	10.81	3.19	2.91	2.58
Total	5.96	4.89	9.52	2.41	2.22	3.82



**Figure 3:** The Use of Lobbying **Methods and Techniques** – Two Lobbying Strategy Indexes (**Media and Publishing**; the **Mobilisation** of Members and Supporters)



**Table 4: ‘Lobbying Method Strategy’ indexes**

	<b>Media and publishing</b>	<b>Mobilisation of members, supporters...</b>
<b>Germany</b>	7.13	3.34
<b>The Netherlands</b>	6.66	6.64
Sweden	4.64	2.33
<b>United Kingdom</b>	9.38	7.43
Slovenia	5.86	2.62
<b>Total</b>	6.71	4.17



# CONCLUSIONS-1

- Interest representation is **not transmitted equally** from the national to the EU level.
- major differences: the IOs from the **older/newer** MSs
- The differences between countries are **greater** than the differences between policy fields.



# CONCLUSIONS -2

- Three **main lobbying strategies** (media and publishing; mobilisation of members and supporters; professional lobbying);
- **national patterns** (venues/targets, intensity of provision of information)
- Big differences IOs: ***giants and dwarfs***.





# Relevance of the findings

- additional light on the current questions of the **EU's democratic legitimacy**
- **difficulties in transposing of directives** into national laws in member states (national interest organisations **blocking** the transposition of EU law)
- **Implementation** of EU **policies across the territory** of the entire EU?