

6 Steps to Develop a Winning Political Marketing Campaign



Winning Elections With Political Marketing

**Zakari Bukari, Abu Bakar A
Hamid, Hishamuddin MD SOM**

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Winning Elections with Political Marketing Philip Davies, 2012-11-12 Find out the real impact political marketing has on the democratic process Winning Elections with Political Marketing is a unique look at the election process on both sides of the Atlantic providing rare insight into how modern political communication and marketing strategies are used in the United States and the United Kingdom The leading political researchers present a cross section of their latest findings augmented with easy to read tables charts and figures and reinforced with extensive references and bibliographies The book addresses the key issues that define the interplay between political marketing and the electorate in both countries including advertising research methods and cross cultural research results political choice behavior imagery management the integration of business and social science theory and the impact of political marketing on democracy While the national election cycles of the two countries may be fundamentally different their election processes share one thing in common a trend toward permanent campaigning through embedded marketing tactics that s becoming standard practice in the United States and the United Kingdom Winning Elections with Political Marketing examines the theoretical underpinnings of policy development the characteristics of a successful political candidate political marketing from the perspective of the voters campaign finance regulations and the effects of technological changes on political communication Winning Elections with Political Marketing looks at The Political Triangle determining market intelligence class rhetoric and candidate portrayal voter perceptions the role of President as party leader lobbying constituent communication voter behavior grass roots campaigns political consulting the Internet and e newsletters the advantages of public funding and a study of the United States presidential primaries from 1976 to 2004 Winning Elections with Political Marketing is an essential resource for political practitioners researchers and scholars candidates seeking political office lobbyists political action groups public relations professionals journalists fundraisers advertising specialists and anyone with an interest in the political process

Winning Elections with Political Marketing Philip Davies, 2006 Winning Elections with Political Marketing is a unique look at the election process on both sides of the Atlantic providing rare insight into how modern political communication and marketing strategies are used in the United States and the United Kingdom The leading political researchers present a cross section of their latest findings augmented with easy to read tables charts and figures and reinforced with extensive references and bibliographies The book addresses the key issues that define the interplay between political marketing and the electorate in both countries including advertising research methods and cross cultural research results political choice behavior imagery management the integration of business and social science theory and the impact of political marketing on democracy

Winning Elections Ron Faucheux, 2003-10-15 Articles provide advice for candidates campaign managers and party workers on running a political campaign including strategies research finances advertising and related topics **Political Marketing:** Wojciech Cwalina, Andrzej Falkowski, Bruce I. Newman, 2015-01-28 Comprehensive and clearly organized this is

the first integrated theory to practice text on marketing's role in the political process. It incorporates insights and concepts drawn from the disciplines of Marketing Psychology and Political Science and covers every aspect of marketing's infiltration into politics including campaign strategy, market segmentation and media strategy. Using examples and models drawn from countries around the globe, the authors elucidate the importance of political marketing techniques for the stability of democratic institutions. They also note the potential threats to democracy, especially the use of marketing techniques to manipulate voters at the subconscious level. They conclude with a set of normative do's and don'ts for political marketing practice that strengthens civic education and democratic governance.

Political Marketing in the United States

Jennifer Lees-Marshment, Brian Conley, Kenneth Cosgrove, 2014-08-28. *Political Marketing in the United States* explores how politicians and parties utilize marketing concepts and tools, providing an up-to-date and broad overview of how marketing permeates U.S. politics. The volume focuses on current and recent elections and leaders and covers a range of topics including market research, marketing parties and volunteers, strategy and branding, communications, delivery and marketing in government. The main themes and objectives of the book are to cover new and emerging trends in political marketing practice, analysis of a broad range of political marketing aspects, empirical examples as well as useful theoretical frameworks, discussion of state/local level as well as presidential politics. This is the first comprehensive treatment of the subject available and captures the field as it is rapidly growing. It is a must-read for students and scholars of political parties, political communication, applied politics and elections.

Political Marketing and Management in the 2020 New Zealand General Election

Edward Elder, Jennifer Lees-Marshment, 2021-10-24. This book is the second volume in the Palgrave Studies in Political Marketing and Management series to focus on political marketing and management in New Zealand's general elections. Co-edited by political marketing experts Edward Elder and Jennifer Lees-Marshment from the University of Auckland and with contributions from academics and practitioners, this book covers topics including political strategy, Vote Compass, market research, political branding, delivery, marketing, targeting and political communication. Importantly, this book looks at the use of political marketing and management during a global health crisis, the COVID-19 pandemic. In doing so, this book provides valuable insights into political marketing and management in practice, not just for New Zealand but for political leaders, parties and campaigners around the world.

Political Marketing and Management in Ghana

Kobby Mensah, 2017-08-09. This book focuses on the emergence of new frames of political engagement underpinned by concepts in marketing, management and organisation. It goes beyond political electioneering and campaigning and considers business theories such as market research, segmentation, social media, brand architecture and human resources. With contributions from a range of skilled experts, *Political Marketing and Management in Ghana* emphasises and provides insights on the symbols-oriented approach of political campaigning in Africa and distinguishes this from the technology-driven process of the west. Offering a total understanding of African politics and its supply and demand interactivity between key actors, this book

is of great use to academics interested in political science communications marketing and business and management

Political Campaigning, Elections and the Internet Darren Lilleker, Nigel Jackson, 2013-03 This book offers an in depth comparative analysis of how interactive Web 2.0 online tools including weblogs social networking sites and file sharing sites are utilised by candidates and parties during three recent election campaigns in France Belgium the US and the UK

Political Marketing in the 2020 U.S. Presidential Election Jamie Gillies, 2021-12-10 This book focuses on the U.S. presidential election spectacle from the primaries through to the November 2020 election and the subsequent events leading up to the inauguration of Joe Biden as the 46th president. A follow up to *Political Marketing in the 2016 U.S. Presidential Election* it uniquely focuses on the political marketing and branding strategies of presidential candidates with particular attention to how those strategies have changed since the 2016 election. The 2020 election was as much about a continuous strategy of targeting and maintaining voter enthusiasm as it was about swaying undecided voters in the electorate distinguishing it from the horserace and implications of vote targeting in 2016. Donald Trump had a base of support that was unwavering. Likewise Joe Biden and the Democrats counted on the same proportion of the electorate to vote against Trump. The election was also a harbinger of major new branding and marketing strategies including innovative uses of social media and direct appeals to voters. This book presents diverse scholarly perspectives and research with practitioner relevant content on practices and discourses that will advance our current understandings of political marketing theories.

Political Marketing and British Political Parties Jennifer Lees-Marshment, 2001 Demonstrates how British political parties have begun to use comprehensive political marketing in order to gain electoral success. They conduct focus groups and opinion polls in an attempt to elicit what voters want from them and then try to adjust their behaviors accordingly.

Political Marketing and Management in the 2017 New Zealand Election Jennifer Lees-Marshment, 2018-07-19 This book reveals the market research strategy branding and communication behind the unpredictable 2017 New Zealand election result which saw Jacinda Ardern elected Labour leader just 8 weeks before the election to become Prime Minister. Utilising rich data sources that include a 250,000 Vote Compass survey and interviews with key political advisors it explores the alignment of the policy of National Labour the Greens and NZ First with party supporters demographic segments and undecided voters. It also analyses the leadership communication and branding of the leaders Bill English Jacinda Ardern and Andrew Little as well as the advertising by minor parties ACT the Greens United Future and the Maori Party. The book provides advice for practitioners such as focus on being responsive communicate delivery competence differentiate in policy and advertising build an energetic and charismatic leader brand and be flexible when planning. Political Marketing Darren G. Lilleker, Jennifer Lees-Marshment, 2005-08-06 Political marketing has become a global phenomenon as parties try to copy the market oriented approach employed by Tony Blair to win power for New Labour in 1997. It raises fresh perspectives on the more established political marketing practices in the UK and US such as how to incorporate political

leadership within the market oriented framework and the democratic implications when faced with the actual business of governing This book also highlights how the market oriented party approach has spread around the world including Europe and the new democracies of Brazil and Peru The collection also introduces the debate on whether such practices enhance or undermine democracy raising important questions on the future of political marketing Political Communication and Cognition D. Lilleker,2014-07-29 Political Communication and Cognition draws on a range of theories from communication psychology to explain how citizens receive communication about politics how communication might make a citizen think and importantly what stimulates political participation whether simply paying attention chatting online or going to vote

Political Marketing and Management in the 2024 UK Election Jennifer Lees-Marshment,Ioannis Zisis,2025-08-01 This book explores the design execution and impact of political marketing and management in the UK 2024 general election It covers strategy branding advertising persuasive communication and advertising leaders crisis management local government management and ethical issues It highlights more subtle yet profound weaknesses in the way politics was marketed and managed the challenges of delivering at national and local level and raises concerns with voter discontent and trust in political parties and government It also offers recommendations for all parties particularly the Labour Government and the Conservatives in opposition Political Marketing Jennifer Lees-Marshment,2014-05-09 Substantially revised throughout Political Marketing second edition continues to offer students the most comprehensive introduction to this rapidly growing field It provides an accessible but in depth guide to what political marketing is and how it is used in practice and encourages reflection on how it should be used in the future Features and benefits of the second edition New chapters on political branding and delivery marketing Expanded discussion of political public relations crisis management marketing in the lower levels of government and volunteer friendly organizations Examination of the new research on emerging practices in the field such as interactive and responsive leadership communication mobile marketing co creation market research experimental and analytic marketing celebrity marketing and integrated marketing communications and Extensive pedagogical features including 21 detailed case studies from around the world practitioner profiles best practice guides class discussion points an online resource site and both applied and traditional assessment questions Written by a leading expert in the field this textbook is essential reading for all students of political marketing parties and elections and comparative politics This book is supported by an online resource site [www political marketing org](http://www.politicalmarketing.org) which is annually updated with new academic literature audiovisual links and websites that provide further reading and links to clips for use in teaching political marketing **Political Marketing** Zakari Bukari,Abu Bakar A Hamid,Hishamuddin MD SOM,2020-09-25 Political marketing is part and parcel of political life Politicians government and council departments have incorporate marketing in their pursuit of political goals They are aware when deciding on policies and service deliverances understand people they serve and seek votes from them and thus create new segments to target and creation of the political brand to develop an

attractive vision The objectives of this study are to examine voters behaviour the role of loyalty trust and voting intention in selecting political leaders in Ghana Data gathered from 520 eligible voters who have voted at least two times Structural Equation Modeling Smart PLS was employed generate the findings The outcome revealed that candidate personality epistemic value contingency situation and political issues have a positive and significant influence on voting intention However the social imagery had no effect on voting intention from the voters perspectives Voters loyalty and trust moderates voting intention on the aggregate level This finding suggested that political issues engagement with voter audience need to be revisited through civic education Given the importance that democratic societies placed on citizens participation in an electoral process Incorporating their views opinions and feelings on trust and loyalty to a party on their voting intention will offers an empirical dimension to the evaluation of voters behaviour and also help the leadership of the various political parties in Ghana in their quest to develop appropriate strategies with the so aim of winning election As marketers do to win their customers against their competitors

Political Marketing and the Election of 2020 Jody C Baumgartner, Bruce I. Newman, 2023-06-30 This book examines the 2020 campaign and election in the United States of America from the perspective of political marketing always intrinsic to democratic elections Whether focused on the development of campaign strategy its implementation via various communication media or how well that communication resonates and mobilizes the electorate marketing is central to political campaigning The election of 2020 was arguably one of the most unique in recent memory The campaign took place in a context which included a pandemic that prevented normal campaigning for much of the year a historically unpopular and polarizing incumbent president and continued adaptation on the part of all political actors and citizens to a rapidly changing communication environment Chapters in this book by well respected scholars in the field focus on various aspects of this reality This includes discussion of how candidates use various social media platforms what effects the social media campaign has on citizens and legacy media as well as how well marketing efforts resonate with citizens Political Marketing and the Election of 2020 will interest students scholars and researchers of political marketing political communication parties and elections and American politics The chapters in this book were originally published in the Journal of Political Marketing

The Contribution of Political Marketing in the Re-Election of President Gbagbo During the 2010 Presidential Elactions in Ivory Coast Assoa Ettien, 2010-10 Essay from the year 2009 in the subject Politics International Politics Region Africa grade A Atlantic International University language English abstract This Essay examines how Political Marketing was used by American political leaders to keep political power as long as possible We tried to apply the same rules to some African political leaders the example of President Gbagbo who needs political Marketing to save his power

Electoral Strategies and Political Marketing Shaun Bowler, David M. Farrell, 2016-07-27 Despite the central importance of elections to representative democracy there is no systematic study available of how exactly the parties wage their election campaigns Examining recent elections in nine countries across three continents there case studies all following a common

framework are written by national experts and are based on detailed interviewing and research of the parties The book includes a lengthy introduction a comparative study on campaign effects and a detailed conclusion

The Political Marketing Revolution Jennifer Lees-Marshment, 2004-10 This book shows how British politics is being transformed from a leadership run system to one dictated by public needs and demands No longer confined to party politics organizations including the monarchy the BBC universities local councils charities and the Scottish Parliament are adopting the tools of market intelligence to understand their market needs and demands The political marketing revolution raises many questions such as whether the student or patient really does know best and can decide his own education and health care The book calls for a debate about the movement of the British political system towards a market orientation and a re negotiation of the relationship between leaders and the market While recognizing the need for political leaders to listen this debate places some responsibilities on the political consumer looking to create a new relationship that might work more effectively for both sides

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