

# The Politics of Marketing the Labour Party

Dominic Wring



# Politics Of Marketing The Labour Party

**Jennifer Lees-Marshment**



## **Politics Of Marketing The Labour Party:**

**The Politics of Marketing the Labour Party** D. Wring, 2004-11-23 The Labour Party has been using marketing longer than is commonly realised Leading figures like Morrison Snowden Webb Gaitskell Benn and Wilson were among those who recognized the importance of imagery and symbolic communication long before the time of Kinnock Mandelson and Blair Politics of Marketing the Labour Party traces how the party's political campaigning has developed since its birth and how the increasing use of marketing contributed to the radical restructuring of both the organization and its policies *Class, Politics, and the Decline of Deference in England, 1968-2000* Florence Sutcliffe-Braithwaite, 2018 In late twentieth century England inequality was rocketing yet some have suggested that the politics of class was declining in significance while others argue that class identities lost little power Neither interpretation is satisfactory class remained important to ordinary people's narratives about social change and their own identities throughout the period 1968-2000 but in changing ways Using self narratives drawn from a wide range of sources the raw materials of sociological studies transcripts from oral history projects Mass Observation and autobiography the book examines class identities and narratives of social change between 1968 and 2000 showing that by the end of the period class was often seen as an historical identity related to background and heritage and that many felt strict class boundaries had blurred quite profoundly since 1945 Class snobberies went underground as many people from all backgrounds began to assert that what was important was authenticity individuality and ordinariness In fact Sutcliffe Braithwaite argues that it is more useful to understand the cultural changes of these years through the lens of the decline of deference which transformed people's attitudes towards class and towards politics The study also examines the claim that Thatcher and New Labour wrote class out of politics arguing that this simple and highly political narrative misses important points Thatcher was driven by political ideology and necessity to try to dismiss the importance of class while the New Labour project was good at listening to voters particularly swing voters in marginal seats and echoing back what they were increasingly saying about the blurring of class lines and the importance of ordinariness But this did not add up to an abandonment of a majoritarian project as New Labour reoriented their political project to emphasize using the state to empower the individual 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 *The Oxford Handbook of British Politics* Matthew Flinders, 2009-07-16 The Oxford Handbook of British Politics provides the most sophisticated and up to date analysis of British politics to date

Essential for all those working in the area      *The Struggle for Labour's Soul* Matt Beech, Kevin Hickson, Raymond Plant, 2018-06-14 The election of the most left wing Labour Party Leader since 1945 followed by the Party's third consecutive general election defeat and the ongoing cultural divisions around Brexit present an ideal opportunity for a thorough re-evaluation of the state of the Party within its broader ideological and historical context This second edition of this highly respected book analyses the current developments and places them in their historical setting through a clear three part framework of Ideological Positions Struggles and Commentaries Thoroughly updated and featuring contributions by leading academics and politicians it continues to represent one of the most ground breaking and thorough analyses of Labour's political thought in a generation and will be of key interest to scholars students and observers of British Politics British History Party Politics and the Labour Party      *The Making of Consumer Culture in Modern Britain* Peter Gurney, 2017-05-18 CHOICE OUTSTANDING ACADEMIC TITLE AWARD WINNER 2018 It is commonly accepted that the consumer is now centre stage in modern Britain rather than the worker or producer Consumer choice is widely regarded as the major source of self definition and identity rather than productive activity Politicians vie with each other to fashion their appeal to citizen consumers When and how did these profound changes occur Which historical alternatives were pushed to the margins in the process In what ways did the everyday consumer practices and forms of consumer organising adopted by both middle and working class men and women shape the outcomes This study of the making of consumer culture in Britain since 1800 explores these questions introduces students to major debates and cuts a distinctive path through this vibrant field It suggests that the consumer culture that emerged during this period was shaped as much by political relationships as it was by economic and social factors      *Routledge Handbook of Political Management* Dennis W. Johnson, 2010-03-17 A comprehensive overview of the field of applied politics encompassing political consulting campaigns and elections lobbying and advocacy grass roots politics fundraising media and political communications the role of the parties political leadership and the ethical dimensions of public life      **The Problem of Political Marketing** Heather Savigny, 2011-11-03 Based upon analysis of existing theoretical literature and current political practice this book addresses both the use of marketing and its impact real and potential upon democracy by answering the following Why have politicians adopted political marketing What are the contextual factors that have led to this How does the political marketing literature model this activity What are the underlying assumptions of these models How does political marketing affect democracy How is political marketing best conceptualised and understood in light of this critical analysis      *The Oxford Handbook of Modern British Political History, 1800-2000* David Brown, Robert Crowcroft, Gordon Pentland, 2018-03-29 The two centuries after 1800 witnessed a series of sweeping changes in the way in which Britain was governed the duties of the state and its role in the wider world Powerful processes from the development of democracy the changing nature of the social contract war and economic dislocation have challenged and at times threatened to overwhelm both governors and governed Such shifts have also presented challenges to

the historians who have researched and written about Britain's past politics This Handbook shows the ways in which political historians have responded to these challenges providing a snapshot of a field which has long been at the forefront of conceptual and methodological innovation within historical studies It comprises thirty three thematic essays by leading and emerging scholars in the field Collectively these essays assess and rethink the nature of modern British political history itself and suggest avenues and questions for future research The Oxford Handbook of Modern British Political History thus provides a unique resource for those who wish to understand Britain's political past and a thought provoking long view for those interested in current political challenges

**A Research Agenda for Political Marketing** Newman, Bruce I., Newman, Todd P., 2022-04-12 This Research Agenda documents and establishes the thinking of leading scholars in the field of political marketing and related sub fields also encompassing additional social science disciplines that intersect at the crossroads of political marketing

*Political Marketing and the 2015 UK General Election* Darren G. Lilleker, Mark Pack, 2016-05-11 This book brings together leading scholars to analyze political marketing in the context of the UK 2015 General Election Election campaigns represent a time of intense marketing including the communication of party party leader and candidate brands the design and dissemination of key messages and policy proposals identification of target voters setting out strategies for the campaign and translating strategies into specific communication tactics Each chapter of this book has been specifically commissioned to focus on one of these aspects of the campaign targeted campaigning branding core messages advertising media management online campaigning and the campaign in the marginal seats The collection offers insights into the most interesting and innovative aspects of the 2015 election campaign determining how levels parties with differing resource approach elections and with what impacts as well as what we can learn more broadly about marketing at general elections The chapters are developed to make the topic accessible to non scholars and to have real world relevance

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 Jennifer Lees-Marshment, 2009-09-10 Political Marketing is the first comprehensive textbook to focus on political marketing and introduces students to how candidates parties elected officials and governments around the world utilise marketing concepts and tools win elections and remain in office analyses the implications of political marketing for democracy are we happy to be citizen consumers Drawing on the latest theoretical work and providing the broadest collation of international political marketing research available this text examines a wide range of political marketing topics including the rise of the political consumer market intelligence and segmentation opposition research e marketing direct mail market orientation and strategy internal marketing product re development branding local political marketing marketing in government delivery and global knowledge transfer features over 40 case studies written by

international specialists in over 20 countries and practitioner perspectives from those currently engaged in political marketing illustrates theories with clear examples integrated with topical discussion points and provides essay and applied assessment suggestions in each chapter Presented in clear and engaging style this textbook offers sophisticated understanding of this exciting new area Written by a leading expert in the field it is essential reading for all students of political marketing parties and elections and comparative politics *Global Political Marketing* Jennifer

Lees-Marshment, Chris Rudd, Jesper Stromback, 2009-10-16 There is increasing awareness of growing similarities in political marketing practices around the world Global political marketing is a comprehensive analysis of why how and with what affect parties use political marketing in a range of political systems presidential parliamentary two and multi party and established and emerging democracies Written by a team of 25 international expert authors the volume explores the impact of systemic features such as the party and electoral system analysing how parties use marketing through 14 detailed country studies The book explores the notion that political marketing is used by parties to both sell and design political products is by no means confined to the opposition and that many opinions besides those of the voters are considered in product design including ideological anchors expert opinion and party members input The authors also explore how other factors impact on political marketing effectiveness such as the ability of governments to communicate delivery stay in touch the role of the media and party unity and culture Finally the work discusses the democratic implications of market oriented parties highlighting the need for debate about the relationship between citizens and governments and the prospects for democracy in the 21st century Including a practitioner perspective as well as rigorous academic analysis this collection provides the first global comprehensive overview of how political parties market themselves it will be of great interest to all scholars of political marketing parties and elections and comparative politics **Relational Political Marketing in Party-Centred**

**Democracies** Helene P.M. Johansen, 2016-04-08 This book offers a critical re thinking of the way in which traditional market logic derived from mainstream economics and managerial marketing has for decades commonly been applied in the theoretical understanding of democratic politics within influential quarters of political science and in later years also the relatively new but rapidly expanding field of political marketing Such approaches are founded on the assumption that all markets are driven exclusively by exchange dynamics and this has in turn rendered the most basic workings of co production and participation oriented party centred political systems theoretically invisible The author starts by providing a thorough and wide ranging critical assessment of the theoretical underpinnings of the contemporary political marketing literature and its market based political science antecedents Using a relationship marketing perspective the author goes on to offer a re conceptualisation of these political spheres in terms of markets which addresses the theoretical inadequacies of prior research She closes by examining some of the most important practical implications that this alternative approach to party centred politics may have for the marketing efforts of contemporary membership parties This book is essential reading to all

those interested in party centred politics and political marketing as well as democratic theorists and students of political theory in general     **Politics** ,2008-03-21 This highly successful introduction to the world of politics has been fully revised and updated to explore the systems movements and key issues in modern politics The new edition builds on the reputation for clarity and comprehensive coverage of the previous editions and includes A greater range of international examples Discussion of non western political structures Issues of trust and apathy in voting systems Analysis of the war on terror Information on the role of the internet in politics Accessible in style and topical in content this book assumes no prior knowledge in politics and is ideal reading for new undergraduates and all those interested in how politics operates

**British Elections and Parties Yearbook** David Broughton,David Denver,David Farrell,Colin Rallings,2020-03-25 This volume looks at the political events and discusses the major issues of 1994 most notably the European parliament elections

*Contemporary Party Politics* Robin T Pettitt,2014-06-24 A systematic and comprehensive introduction to contemporary party politics in democratic states and evaluation of whether and to what extent parties are as is often claimed in crisis or decline     Britain Votes 2005 Pippa Norris,Christopher Wlezien,2005 Britain Votes 2005 provides a balanced comprehensive and topical overview of the campaign leading up to the 2005 British General Election and an analysis of the results presented in a straightforward clear and lively style for students colleagues and practitioners This is the fourth volume in the Oxford series which started in the election of 1992 Part I provides insights into the strategies and tactics adopted by the major parties news coverage on the television in newspapers and on the internet and the dynamics of the opinion polls leading up to polling day Part II analyses the outcome including the results in Scotland Wales and Northern Ireland race and gender issues economic voting the working of the electoral system and the outcome for the new Parliament Produced by a well known team of experts on British elections and voting behaviour the book is written in a vivid and accessible style The book will be essential reading for all students scholars and practitioners of British elections and voting behaviour party politics public opinion political behaviour and political sociology     *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

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