## European elections in the NL

By Hege Knaven-van Dijke CDA International Secretary EFF Secretary General







## Europe Quiz Testing your EU knowledge

#### Question 1.

When can a country become a member of the EU?

A. When all current members agree (hands up)

B. When 75% of the members agree (hands down)



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#### Question 2.

The EU spend 157,9 billion euro in 2017. On what did the EU spend most of its money?

A. Sustainability and natural resources (hands up)

B. Cohesion (hands down)



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#### Question 3.

Which country is the EU's top trading partner?

A. China (hands up)

B. The United States (hands down)



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#### Question 4.

Which European country gets half of its energy from renewable energy sources?

A. Sweden (hands up)

B. Luxembourg (hands down)

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#### Question 5.

What did the EU do in 2016 to better guard its borders?

A. Build a wall at the outside borders (hands up)

B. Create a European Border and Coast Guard Agency (hands down)



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#### Question 6.

The EU has more inhabitants than the United States. This statement is...

A. True (hands up)

B. False (hands down)

#### Question 6.

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#### A. True (hands up)

B. False (hands down)

### Question 7.

How many stars does the European flag have?

A. 12

B. 28



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#### Question 8.

The first chairperson of the European Parliament was a...

A. Man (hands up)

B. Woman (hands down)



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A. Man (hands up)

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#### Question 9.

Since when is the European People's Party (EPP) the biggest party in the European Parliament?

A. 2014(hands up)

B. 1999 (hands down)



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#### Question 10.

What is the name of the European anthem?

A. Ode to joy (hands up)

B. Together we stand (hands down)



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# Strategic considerations in the CDA European elections campaign







### Strategic considerations in the CDA campaign

#### Strategic factors to consider:

- 1. Our own values and standpoints
- 2. What the public AND our electorate thinks
- 3. Our competitors



Our strategy



### Strategic considerations in the CDA campaign

Strategic factors to consider:

- Our own values and standpoints
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- Our competitors



#### Values

- 1. Shared responsibility
- 2. Rule of law
- 3. Solidarity
- 4. Stewardship





### **Standpoints**

- 1. Cherish traditions
- 2. Family friendly policies
- 3. Fair economy
- 4. Good healthcare
- 5. Strong civil society





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regional Europe events



Asking our party



CDA

**CDA 500** 

#### Result

- 1. The EU is highly important for our economy, we can't do without
- 2. The euro and open borders are convenient
- 3. The EU is not perfect; it needs to be more efficient
- 4. The EU brings peace, security and stability
- 5. Migration, environment and economy are most important topics







#### Electorate study

Only 18% is happy with how the EU functions.

Reasons why they are not happy:

- 1. The EU wastes money (38%)
- 2. Brussels has too much power (28%)
- 3. The EU doesn't connect to people's daily life (25%)
- 4. The EU cares too much about little things (19%)
- 5. The countries in the EU are too different (19%)
- 6. The EU is not transparent (10%)



#### Electorale study

#### Most important issues:

- 1. Economy
- 2. Climate change
- 3. Safety
- 4. Migration
- 5. Healthcare



#### Electorale study

- 1. EU membership brings economic benefit:
  - a. 48% agrees
  - b. 57% of our potential voters agree
- 2. We need the EU against China, Russia and the US:
  - a. 46% agrees
  - b. 59% of our potential voters agree



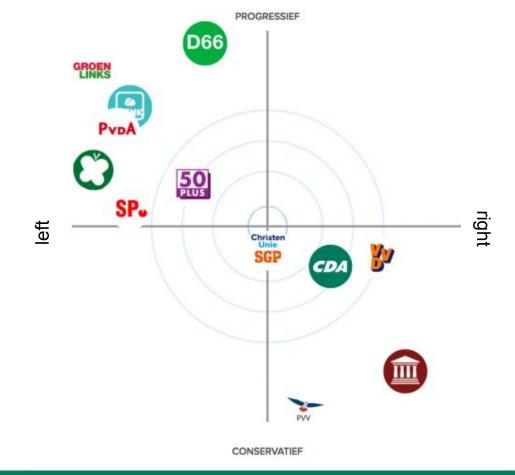
## Strategic considerations in the CDA campaign

Strategic factors to consider:

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## Our competitors





Analysing our biggest competitors: voting behaviour and election programs

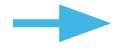




## Strategic considerations in the CDA campaign

#### Strategic factors to consider:

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Bringing it together into a strategy



### The strategy

- Focus on what our competitors don't have: strong (family) values
- Focus on our potential voters, not **all** voters
- Address most important concerns in our **own** way



- 1. Economy
- 2. Climate change
- 3. Safety
- 4. Migration
- 5. Healthcare

Helpful to achieving the objective

S

Harmful to achieving the objective



External Origin (attributes of the environment)

Internal Origin (attributes of the organisation)





- 1. Economy
- 2. Climate change
- 3. Safety
- 4. Migration
- 5. Healthcare

"The EU needs to work together with companies in the energy transition. Together, we should define concrete and achievable goals."

#### Helpful

to achieving the objective

Internal Origin (attributes of the organisation)

Good track record in the EP

Harmful

to achieving the objective

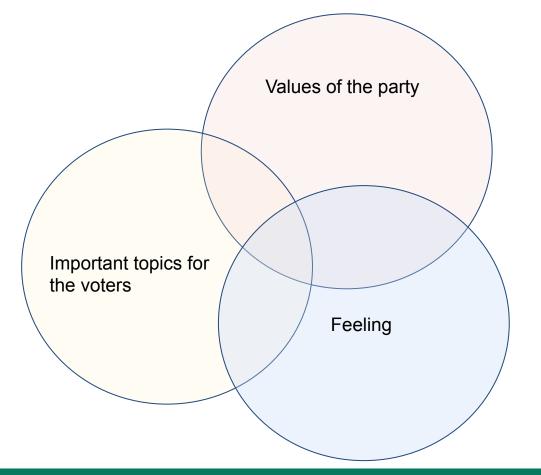
Companies only think about their own success

External Origin (attributes of the environment)

Our potential voters want a fair, achievable energy transition

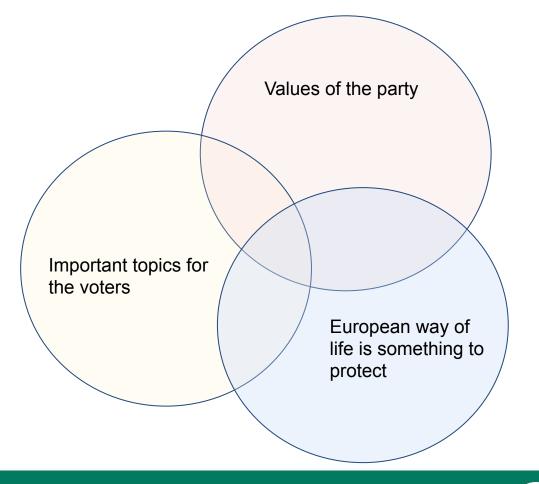
Other parties have standpoints that are more clear

# Theory to practice: Strategy to campaign





# Theory to practice: Strategy to campaign





### Questions?



