POLITICAL INFLUENCE

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WHO ARE WE?

- Professional political and nationwide interest organization, founded in 1986
- We work to highlight and strengthen the position of the archives in society
- 123 Organizations are members – archival and museum institutions constitute the majority of our members. We’ve also got some independent members.
- Financed through the Arts Council Norway and membership fees
OUR MEMBERS
WORKING FOR AN «ARCHIVE BOOST»

- Work for an "archive boost" in Norway
- Increase in project and development funds
- Better financing of private archives
- Work towards that The National Archive in Norway receive necessary financing to solve tasks on behalf of the whole archive sector
- Strengthen focus, challenges and preservation of digitally created archival material
- Work for national responsibility and financing for audiovisual archives
Back in 2016 there was zero funding for private archives on a national level

We worked with politicians across the whole political spectrum

In 2017, The National Archive gave 200,000 euro for funding different projects

In 2019, almost 1 million euro was given for funding private archives
We wanted The Government to make a «white paper» about archives – in order to strengthen knowledge amongst Norwegians.

Worked closely with The Labour party and The Christian party. In the autumn 2017 it was a majority in The Parliament for a wide «white paper» about archives.

Later that year The Government put together a group to revise the Norwegian archive laws, and provide a broad study about the archive sector.
WHAT DO YOU WORK FOR?

- Take 4 minutes to address the person next to you. Use 2 minutes each to discuss how you work with archives, and what you would like to see politicians do in your city, region, or at a national level regarding archiving!
WHO SHOULD BE AFFECTED?

- Is it politicians on The Parliament or The Government?
- Is it mayors or council board representatives?
- Is it local, regional or nationwide?
- What about bureaucrats? (would it be beneficial to confront the policy makers in private instead of going against the politicians in the public sphere?)
In order to make a breakthrough in cases, it is advisable to work long-term.

Develop a good relationship to a selection of close partners when it comes to major cases that will last over a long period.

In unforeseen cases where the outcome will be determined quickly, it is also necessary to be in contact with new actors.

It can be advantageous to cooperate with partners one usually doesn’t cooperate with, e.g. someone in another field, or someone that is seen to be a counterpart.
**BECOMING A GOOD LOBBYIST**

- Keep track of where, when, how and by whom matters are decided
- Look for links to your case in the deceleration of The Government
- The Parliament handles several cases, either from The Government or from their own representatives
- The National Budget – make sure to be on time. Feel free to make concrete proposals that reference specific chapters and posts
HOW TO WORK?

- Meet all parties.
- Check the party programs.
- Form good relationship.
- Make short inquiries
- Value smaller steps along the way
- Stay brief
NEVER COME WITH FACTUAL ERRORS

- It is very important that the proposals that are made are factually correct
- Get somebody to fact-check what you're saying. Feel free to adjust according to their arguments
- Feel free to utilize think tanks
WHO ARE THE MEMBERS OF PARLIAMENT?

- Three faces of the representatives: Party, County and Committee
- Keep in mind that the advisors (to the members of parliament) receive many inquiries. Be short and concise in order to accommodate for this
- The members of parliament wish to
  - address the inquiries of the public,
  - highlight positive cases for their party
  - be viewed as an active politician
- What separates position and opposition? Putting the case on the agenda (opposition) vs resolving the matter (position)
- In a majority government, fewer decisions are made in The Parliament than when one has a minority government.
In Norway, if something is voted over in December, it has already been in process for a year. At this point, it is too late to try and influence The National Budget for 2020.

Should one, however, wish to influence The National Budget for 2021, one must address the work towards The Ministry in the months of December-January.

In Norway they invite organizations to meet the different committee’s in The Parliament in October, and one can of course influence the parties at this time, but by then only small adjustments can be made.
The opposition has influence also under a majority government.

The opposition has the power to appeal to the voters with attractive cases and solutions.

The opposition will most likely be the next government (if not in the next election, then the one after that).

Remember that it is necessary to be in the majority in order to get a decision through. It is not enough to have the support of one or two parties if these don’t make up the majority vote.
THE GOOD LOBBYIST

- Be strong and clear in your case
- Have a strategy and be well prepared, also when it comes to counterarguments
- Be concise and clear, but also be a good listener
- Know the political process
- Know the case well and be understanding of political differences
- Work in relation to the media and other allies
- Work long term
THE BAD LOBBYIST

- Wimps and complains
- Doesn’t have clear solutions
- Unknowledgeable about history and party programs
- Does not have adequate knowledge and lacks insight
- Unaware of the other possibilities
- Unprepared for counterarguments
- Makes the proposal to the wrong person at the wrong time
NEVER EVER

- Never threaten a politician
- Don't gloss over facts
- Do not show contempt for the politicians or the political process
- And do not write long single-spaced notes in CAPSLOCK (Conspiracy note)
WHAT DO WE HAVE IN COMMON AROUND THE WORLD?

- Take 4 minutes to address the person next to you. Use 2 minutes each to talk about how we can work together globally.

- Some issues might be too big to handle just locally. Can you come up with some suggestions about how we can work together politically on a global scale?
1) Get an overview of the case fields and the actors
What are the topics on the agenda? Does it require a legislative change, is it an ideological case or is it a concrete case? Know people: who is it necessary to influence? Where do they stand politically in their own party, what are their main goals?

2) Get into the process
How are the informal and formal decision-making processes? Who makes the decisions?

3) Spend time on the doubters
Who are undecided? Who can you influence, and who can influence the outcome?

4) Let the politicians take ownership
How does your case fit into the politicians' agenda? Why is it in the politicians' interest that you succeed? What arguments can be applied to the voters? Why would it be politically damaging to decline your cause?

5) Be open and clear
What is your goal? Be clear in regards to who you represent and what you want to achieve
6) **Focus on solutions**  
Be constructive! Do not criticize but come with specific alternatives to current policies

7) **Make it easy to fulfill your suggestion**  
How can it be implemented? Assist with reading material, suggestions for formulations, ways to appeal to the media, etc.

8) **Don’t waste people’s time**  
Be specific, prepared and solution oriented. Give them the urge and need to talk to you again

9) **Select the correct channel**  
Media? Direct dialogue? Alliance Partners?

10) **Work long term**  
Invest time in a broad political network. Please be patient. The opposition has power when it present attractive cases and solutions for the voters. Those with limited power today, can be the decision makers of tomorrow.

11) **Come with correct information**  
The information you come with must be correct. If not, you will lose credibility