

# Determinants of lobbying succes at the EU level: research within the pharmaceutical industry

## The pharmaceutical industry lobby



- Relevance pharmaceutical industry & the European level



- Innovative industry, generics industry, biotechnical industry, ...
- Intellectual property, R&D, access & approval of medicines, ...



- 36 million euro per year



- 290 lobbyists

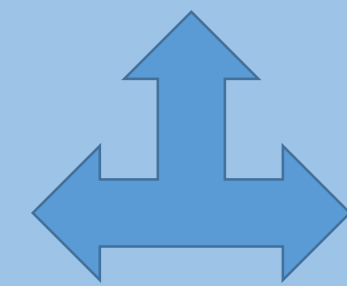
## Method



Qualitative research



7 lobbyists



Policy-makers?

## Legislative institutions

European Commission

European Parliament

Council of the European Union

## Stakeholder-government relationships

Resource dependency & exchange theory

Neo-corporatism

Pluralism

Elite pluralism

Associative democracy

## General determinants

### Institutional determinants

- Democratic accountability

### Issue-specific determinants

- Coalition building
- Issue salience
- Scope, complexity, level of conflict

### Organisational determinants

- Information supply
- Financial resources
- Group type

## Pharmaceutical determinants

### Institutional determinants

- Institutional differences
- Institutional competencies
- Access

### Issue-specific determinants

- Coalition building
- Opposition

### Organisational determinants

- Resources – financial & informational
- Industry unity
- Reputation



**UHASSELT**

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