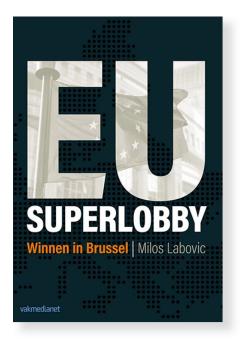
SANTASADO

Milos Labovic - EU Superlobby

Winning in Brussels

ECONOMY | PRESENTATION



An indispensable guide for anyone who wants to win in Brussels.

Supporters and opponents of the European Union agree. Brussels is the place where the most important political decisions are taken. But how can your organization make an impact on European policies without getting lost in the Brussels labyrinth? In *EU Superlobby*, respected lobbyist Milos Labovic outlines various lobbying tactics and strategies that will give you a competitive advantage in the EU bubble. Thanks to this book, the reader can manipulate extensive processes, generate attention for his case and learn to be the linchpin in Brussels. Secrets are revealed and myths are shattered.

EU Superlobby is written for everyone who wants to

lobby successfully in Brussels: lobbyists, civil servants, managers, journalists, administrators, students, and representatives of associations and trade associations. The book features contributions of the greatest experts in the field of European affairs.

Published in February 2017 | Paperback | 276 pages | ca. 45,000 words

- Full English translation available
- World English rights sold to John Harper Publishing
- Dutch edition published by Management Impact

ABOUT THE AUTHOR

Milos Labovic is an EU specialist in the Dutch House of Representatives. He previously was a lobbyist in Brussels on behalf of the Dutch province of Zeeland and he is the founder of EUKNOWHOW.eu.

TABLE OF CONTENTS

Preface Acknowledgement Introduction

Part I: Building Your Superlobby

1. Europe doesn't matter: why would you or wouldn't you lobby in Brussels?

2. A Superlobby starts at home

- 3. Learn from your mistakes
- 4. Know what you want and write it down
- 5. Organizing your back office: get a Super intern

Part II: Know the animals in the EU-jungle

- 6. The European Commission
- 7. The European Parliament
- 8. The Council and Permanent Representation
- 9. All the other lobbyists

Part III: Master the process

- 10. Impact assessments
- 11. Codecision: the easy guide
- 12. International trade: all you need to know about anti-dumping
- 13. Lobbying on the European Parliament's initiative
- 14. Delegated acts and implementing acts

Part IV: Shortcuts to success

- 15. Lobbying in the European elections
- 16. How to organize a great lobby event
- 17. How to organize a study visit with impact
- 18. How to obtain Euro billions
- 19. How to monitor the Euro information tsunami
- 20. How to build a super network in Brussels
- 21. How to get media attention for your European interests
- 22. How to stop a European legislative proposal
- 23. How to lobby in Brussels through your national capital

Abbreviations Afterword About the author

