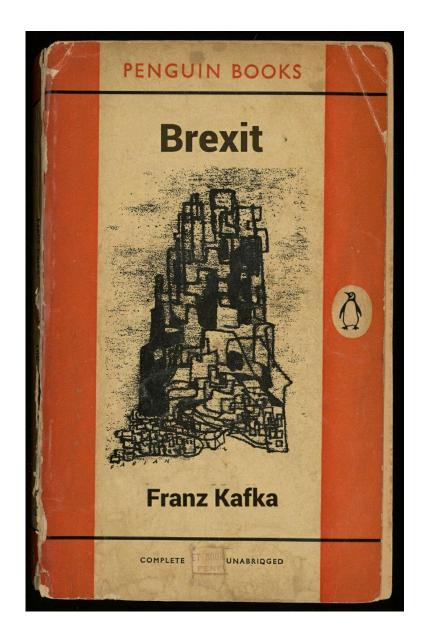
In/out referendum campaign

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Referendum campaign

- **unofficial beginning**: 20 February 2016 when PM announced that a referendum would be held)
- official beginning: 15 April 2016
- duration: 10 weeks



- Electoral Commission selected two official groups:
 - Designated official leading Remain campaigning group: Britain Stronger in Europe
 - Designated official leading Leave campaigning group: Vote Leave

Referendum campaign

Cabinet divisions

- Dilemma \rightarrow suspension of **collective cabinet responsibility** by Cameron
- 6 of 24 cabinet ministers rejected the government position
- importance of Boris Johnson's decision to back Leave (DC wanted to avoid any sense of infighting/"blue on blue" attacks)
- Tensions over the use of govt officials.

Remain campaign

- Focus on economic costs of brexit (Treasury, IMF, Bank of England)
 - the one issue the Remain campaign could unite around
 - conglomerate of campaigners
 - focus was on the transactional, business-like partnership
- Intervention by Obama
- Project Fear
- Pro-Remain campaign no illustration history in UK politics
- The leadership of the campaign rested with the PM
- Corbyn hesitant in his support for Remain
- Lib Dem recovering from a heavy 2015 defeat
- Other Remain-backing parties (SNP, Greens, Lib Dem) uneasy at sharing a campaign with Cameron

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Leave Campaign

- Many Leave campaign groups
- Vote Leave: official campaign, a cross-party campaign run by Matthew Elliot and Dominic Cummings
- Boris Johnson, Michael Gove, Labour MP Gisela Stuart
- Leave.EU a group connected to UKIP and funded by Aaron Banks
 → Tensions between the two groups (but allowed for a series of messages to be communicated to different groups of voters instead just one single message)
- Initial focus on the economic and sovereignty argument \rightarrow quickly moved to an immigration territory
- UKIP connections



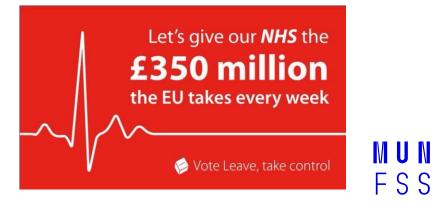


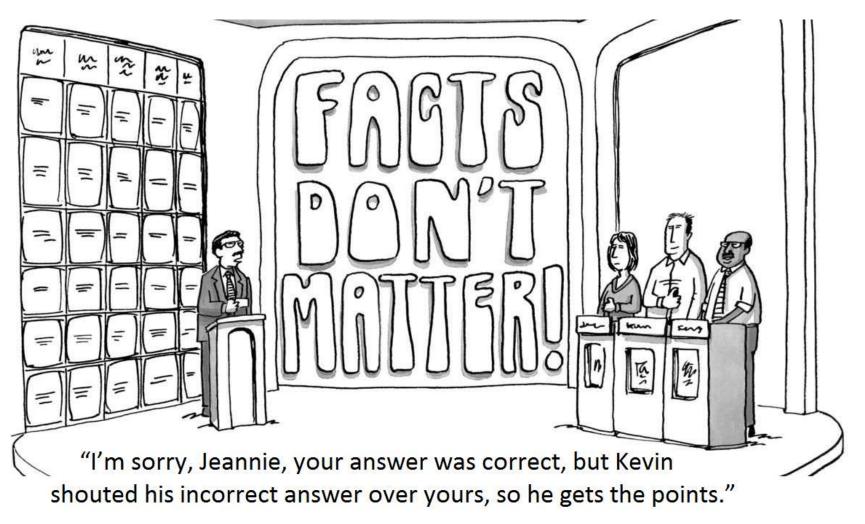
Leave Campaign

Immigration as the predominant issue in the debate

- Leave campaign able to draw on people's concerns about immigration with regard to security, identity, welfare, cost, border control + repeated failures of govt.
- A post-truth political campaign/fact-free campaign
- unlike general elections, there is no set date for another vote
- Both sides made much disputed claims!
- Most notorious (Vote Leave): we send 350 million the EU a week let's fund our NHS instead.







Cameron's negotiations failed to convince

- Three important groups in particular:

- Conservative parliamentary party (138 out of 330 backed Leave)
- Conservative-backing media
- Public and Conservative voters
- Renegotiation = time wasted?
- Exposed tensions within the Remain camp
- The Leave campaign had stronger messages
- Cameron not a **leading asset** for Remain (unlike 2011 AV referendum)
 - 2016: damaged reputation (austerity, govt cuts, Panama papers affair)



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- Lib Dem electorally tarnished
- Labour/Corbyn: lack of enthusiasm, poor portrayal in the press
- Leave campaign: **mix of messengers** at the UK level
 - Boris Johnson: strong, charismatic figurehead
 - Backing of other members of the Cabinet (govt in waiting)

The Leave campaign better organised and run

- Leave campaign:
 - more professional
 - long history of Eurosceptic groups
 - advantage of the many factions (different messages targeted at different groups of voters)
 - not without tensions, of course (Cummings versus Farage)
 - ruthless campaigning

Economic arguments proved insufficient to win the referendum

- Remain: too much focus on economic costs (reliability of the figures questioned)
- Business divided (contrast with 1975)
- "That's your bloody GDP. Not ours".

Remain had no answer to arguments about immigration

- Immigration took over economy as a **number-one concern**.
- Remain hobbled by Cameron's 2010 commitment to bring down net immigration to under 100,000 a year (UK never came close to achieving this).

– Problems of Labour with focusing on immigration.

The media campaign was won by Leave

- British printed press traditionally Eurosceptic.
- Cameron surprised by the campaigning might of British Right-leaning press.
- Broadcast media **more impartial** (by law)
- Online and social media dominated by Leave.
- Take back control: great slogan





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The EU was difficult to sell

- 2016 EU = faced with a series of **crises** (Eurozone, migration, Russia, Euroscepticism)
- Not helped by the UK's low level of knowledge about the EU (ill-prepared to assess the claims made by either side)
- Cameron & Co: **reaping what they had sown** (inconsistency appeared patronising)
- Intervention by Obama

The electoral franchise benefited Leave

 16- and 17-year olds, EU nationals residents in the UK and British citizens who had lived abroad for longer than 15 years unable to vote

Inaccurate polling

Campaign connected to matters not directly about EU-UK relations

- Diverse matters
- Anti-politics and anti-austerity
- Ill-defined targets such as distant and elitist London
- Challenges of globalisation

