Political Marketing and Management in Ghana: A New Architecture
draws strength from its interdisciplinary approach to political analysis
in Ghana, from marketing, human resource management, accounting,
finance and public administration. It draws attention to an emergence
of a new political organisation and management in Ghana, under-
pinned by business theories, strategies and techniques. Concepts such as
market research, segmentation, social media, brand architecture, brand
association, public relations, motivation, digital financing and transfor-
sactional leadership amongst others are highlighted. It further offers
some distinction from the technology dominant process of the West
with its symbols-oriented approach to political campaigning in Ghana.

The story on political marketing in Ghana, a ‘new’ discipline in an
emerging democracy, has begun in 2004 when I was discussing my
MSc dissertation topic with my study group at the Adsetts learning cen-
tre, Sheffield Hallam University, UK. It became my dissertation topic,
and a year later at the Department of Journalism in the University of
Sheffield, political marketing became the focus of my Ph.D. It was to
be with me for years to come. Today, under the kind courtesy of Prof.
Jennifer Susan Lees-Marshment, the story of political marketing in
Ghana has now gained global attention through the Palgrave Macmillan Political Marketing and Management book series.

My perspectives on political marketing has begun to crystalise under a very supportive mentorship of my supervisors, Professors. Ralph Negrine and Jackie Harrison when I joined the Department of Journalism at Sheffield. My association with the Political Marketing Group of the Political Studies Association, UK (PMG PSA), as a student member also brought the Ghanaian story to the global table. At the 2005 PSA conference in London, the dream of telling the Ghanaian story was becoming real as I heard speaker after speaker talk about their research in the subject area. Continuous interactions with scholars in the field and with some high ranking members of political parties in Ghana resulted in identifying the building blocks from the 2000 elections campaign that could be interrogated in my Ph.D. Now, there is a growing interest, with increasing number of graduate research at masters and Ph.D. levels, and as an elective taught course. In a similar manner, academics from other disciplines at my school, the University of Ghana Business School, such as human resource management, accounting, finance and public administration are finding political marketing an interesting area for interdisciplinary research. Hence, the successful completion of this book.

My heartfelt appreciation goes to Dr. Robin Pettitt from the academic advisory board who spent so much time offering detailed advice on how to improve the manuscript, and to colleagues, chapter authors, who persevered in the process. A special thanks to Parliamentarian Hon. Alban Sumana Kingsford Bagbin, a former majority speaker of Parliament, who offered a practitioner perspective on political financing with his long standing experience in parliament and in government.

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