Who Speaks for Mercosur?

25 APRIL 2026
hilal sahin



hilal sahin

Elite mediation and the politics of the EU–Mercosur deal in Brazil and Argentina

Timeframe: 06/12/2024 – 31/12/2026
Brazil · Trade Policy

Key Insights

- Main question: Who gets to speak for Mercosur in the EU–Mercosur deal? Argument: In Brazil and Argentina, the deal is filtered through elite mediation, not neutral state interest. Agribusiness, export coalitions

and investor-confidence politics shape how integration is framed. Conclusion: The agreement is as much about representation and power as it is about trade.

Definition

Elite mediation: the process through which organised domestic actors filter external agreements and shape how their benefits, costs and political meaning are presented.

> *The EU–Mercosur agreement is being mediated through domestic elite structures in Brazil and Argentina, while many of its social costs are likely to be dispersed across everyday life.*

Documents: Source Document

EPIS