

Interest Groups And Lobbying Pursuing Political Interests In America

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West Virginia Politics and Government

More than any other advanced industrial democracy, the United States is besieged by firearms violence. Each year, some 30,000 people die by gunfire. Over the course of its history, the nation has witnessed the murders of beloved public figures; massacres in workplaces and schools; and epidemics of gun violence that terrorize neighborhoods and claim tens of thousands of lives. Commanding majorities of Americans voice support for stricter controls on firearms. Yet they have never mounted a true national movement for gun control. Why? *Disarmed* unravels this paradox. Based on historical archives, interviews, and original survey evidence, Kristin Goss suggests that the gun control campaign has been stymied by a combination of factors, including the inability to secure patronage resources, the difficulties in articulating a message that would resonate with supporters, and strategic decisions made in the name of effective policy. The power of the so-called gun lobby has played an important role in hobbling the gun-control campaign, but that is not the entire story. Instead of pursuing a strategy of incremental change on the local and state levels, gun control advocates have sought national policies. Some 40% of state gun control laws predate the 1970s, and the gun lobby has systematically weakened even these longstanding restrictions. A compelling and engagingly written look at one of America's most divisive political issues, *Disarmed* illuminates the organizational, historical, and policy-related factors that constrain mass mobilization, and brings into sharp relief the agonizing dilemmas faced by advocates of gun control and other issues in the United States.

American Government

Reflecting cutting edge scholarship but written for undergraduates, *New Directions in Interest Group Politics* will help students think critically about influence in the American political system. There is no shortage of fear about "the special interests" in American political debate, but reliable information about what interest groups do, who they represent, and how they influence government is often lacking. This volume, comprised of original essays by leading scholars, is designed to summarize and explain contemporary research that helps address popular questions and concerns, making studies accessible to undergraduate students and providing facts to buttress informed debate. The book covers the mobilization of interest groups, their activities, and their influence. Each chapter briefly reviews research on a central question of scholarship before focusing on a particular empirical project designed to shed light on the topic. Rather than simply providing a descriptive overview, the chapters are designed to foster critical thinking by getting students to assess the role of interest groups in the American political system and supplying evidence of their effects. Importantly, a set of web resources associated with the book offer instructions for research and writing assignments. Students will be able to collect and analyze data on campaign finance, lobbying, and interest group involvement in governance. The eResource website includes materials for several classroom simulations, such as an interest group legislative battle, a Netroots convention, and a rule-making process. As they read about key questions in democratic government and current research trends, students can practice serving as interest group activists and conduct original research on topics that most interest them.

Lobbying and Policymaking

Considered the gold standard on interest group politics, this widely-used text analyzes interest groups within the intuitive framework of democratic theory, enabling readers to understand the workings of interest groups within the larger context of our political system. Comprehensive coverage includes not only the traditional farm, labor, and trade associations, but also citizen groups, public interest organizations, corporations, and public interest firms. Brief in page count yet comprehensive in coverage, the book is flexible for different class settings. The book's rich content and lean size allows it to stand alone as the centerpiece of a course, or be assigned as one of several texts.

Interest Groups in American Politics

An exploration of the role that special interest groups play in modern democratic politics.

Democracy Derailed

The Oxford Handbook of American Political Parties and Interest Groups is a major new volume that will help scholars assess the current state of scholarship on parties and interest groups and the directions in which it needs to move. Never before

has the academic literature on political parties received such an extended treatment. Twenty nine chapters critically assess both the major contributions to the literature and the ways in which it has developed. With contributions from most of the leading scholars in the field, the volume provides a definitive point of reference for all those working in and around the area. Equally important, the authors also identify areas of new and interesting research. These chapters offer a distinctive point of view, an argument about the successes and failures of past scholarship, and a set of recommendations about how future work ought to develop. This volume will help set the agenda for research on political parties and interest groups for the next decade. The Oxford Handbooks of American Politics are a set of reference books offering authoritative and engaging critical overviews of the state of scholarship on American politics. Each volume focuses on a particular aspect of the field. The project is under the General Editorship of George C. Edwards III, and distinguished specialists in their respective fields edit each volume. The Handbooks aim not just to report on the discipline, but also to shape it as scholars critically assess the scholarship on a topic and propose directions in which it needs to move. The series is an indispensable reference for anyone working in American politics. General Editor for The Oxford Handbooks of American Politics: George C. Edwards III

Interest Groups in American Campaigns

In the 1960's John Dos Passos began calling his novel contemporary chronicles, and to his latest piece of fiction he gave the working title The Thirteenth Chronicle. These letters and diaries are a chronicle too.

Disarmed

Built on interviews with over 100 lobbyists, Kenneth Godwin, Scott Ainsworth, and Erik Godwin show that much of the research on organized interests overlooks the lobbying of regulatory agencies even though it accounts for almost half of all lobbying—even though bureaucratic agencies have considerable leeway in the way they choose to implement law. This groundbreaking new book argues that lobbying activity is not mainly a struggle among competing interests over highly collective goods; rather, it's the public provision of private goods. Through a series of highly readable case studies, the authors employ both neopluralist and exchange perspectives to explore the lobbying activity that occurs in the later stages of the policymaking process which are typically less partisan, involve little conflict, and receive scant public attention. Lobbying and Policymaking: The Public Pursuit of Private Interests is an ideal way to expose students to cutting-edge research in an accessible, fascinating package.

Outside Lobbying

This book sheds new light on how lobbying works in the European Union. Drawing on the first-hand professional experience of lobbyists, policymakers, and corporate and institutional stakeholders, combined with a sound academic foundation, it offers insights into successful lobbying strategies, such as how alliances are formed by interest groups in Brussels. The authors present key case studies, e.g. on the shelved EU-US trade deal Transatlantic Trade and Investment Partnership (TTIP), lobbying scandals, and the role of specific interest groups and EU Think-Tanks. Furthermore, they highlight efforts to improve transparency and ethical standards in EU decision-making, while also underscoring the benefits of lobbying in the context of decision-making. Understanding the tools and techniques of effective lobbying, as well as the dynamics and trends in EU lobbying, will allow professionals involved in the lobbying process, such as policymakers and corporate and institutional stakeholders, to improve their performance and achieve better results when pursuing their respective interests.

Up the Capitol Steps

Corporate lobbyists are everywhere in Washington. Of the 100 organizations that spend the most on lobbying, 95 represent business. The largest companies now have upwards of 100 lobbyists representing them. How did American businesses become so invested in politics? And what does all their money buy? Drawing on extensive data and original interviews with corporate lobbyists, *The Business of America is Lobbying* provides a fascinating and detailed picture of what corporations do in Washington, why they do it, and why it matters. Prior to the 1970s, very few corporations had Washington offices. But a wave of new government regulations and declining economic conditions mobilized business leaders. Companies developed new political capacities, and managers soon began to see public policy as an opportunity, not just a threat. Ever since, corporate lobbying has become increasingly more pervasive, more proactive, and more particularistic. Lee Drutman argues that lobbyists drove this development, helping managers to see why politics mattered, and how proactive and aggressive engagement could help companies' bottom lines. All this lobbying doesn't guarantee influence. Politics is a messy and unpredictable bazaar, and it is more competitive than ever. But the growth of lobbying has driven several important changes that make business more powerful. The status quo is harder to dislodge; policy is more complex; and, as Congress increasingly becomes a farm league for K Street, more and more of Washington's policy expertise now resides in the private sector. These and other changes increasingly raise the costs of effective lobbying to a level only businesses can typically afford. Lively and engaging, rigorous and nuanced, *The Business of America is Lobbying* will change how we think about lobbying-and how we might reform it.

The Political Influence of Business in the European Union

Interest groups and lobbyists play a crucial role in how public policy is made in the United States' representative democracy. By helping citizens organize and pursue their self-interests in the political arena, interest groups and lobbyists

are an alternative but very effective form of representation. However, the adversarial nature of interest groups often fuels voter discomfort with the political process. *Interest Groups and Lobbying* is an accessible and comprehensive text that examines the crux of this conflict. Pulling together two areas of interest group research (why advocacy organizations form and how they are able to gain influence in Washington) DC. Thomas T. Holyoke shows students the inner workings of interest groups in the United States. Using case studies to clarify and expand on the issues surrounding lobbying and group action in federal, state, and local government, Holyoke explores how we can use interest groups and their adversarial impulse to achieve the greatest good for the greatest number of people.

The Art of Lobbying

Investigates the development and changing fortunes of state lobbying offices and various governors' associations over the past 80 years

The Interest Group Society

In today's era of greatly divisive partisanship in Washington, interest groups have become increasingly powerful forces in U.S. politics. In races for the presidency, Congress, and state legislatures, these groups often help to elect--or reelect--candidates who support their causes and views. Now in its third edition, *Interest Groups in American Campaigns: The New Face of Electioneering* focuses on the key role that interest groups play in U.S. elections. Authors Mark J. Rozell, Clyde Wilcox, and Michael M. Franz present an extensive analysis based on interviews with interest group leaders, campaign finance filings, and election surveys. Opening with an introduction to the nature of our federal election system, they then examine how interest groups ally themselves with political parties and influence candidate nominations and party platforms. The authors also describe how interest groups interact with political candidates--by contributing money, goods, and services to campaigns--and with their own members and the broader electorate--through social networking, Tweeting, Internet advertising, television ads, direct mail, and phone calls. Throughout the book, diverse and compelling examples clearly illustrate how interest groups operate in the real world. Revised and updated, the third edition of *Interest Groups in American Campaigns* delves into the 2010 election campaign; recent reforms and campaign finance laws that have substantially changed the roles played by interest groups; and how these recent changes will affect the 2012 races for federal offices.

Understanding Political Science Research Methods

Just in time for the 2012 US Presidential elections, this book shows how political parties and interest groups have become

highly interdependent in the era of candidate-centred elections and media-driven campaigns. With up-to-date data including 2008 and 2010 mid-term results, this book looks ahead to 2012 illustrating important developments such as the Tea Party movement, social media, controversies over healthcare and financial sector reform and the impact of the Supreme Court decision on campaign finance reform. *Parties, Interest Groups, and Political Campaigns* is the essential guide for understanding the new style of American politics.

Politics at Work

Up the Capitol Steps is a personal and political memoir by Oregon's first (and only) woman governor, one of only 34 women who have served as state chief executives in the history of the United States. Barbara Roberts offers a behind-the-scenes glimpse of a woman's life in politics and aims to "demystify" leadership by telling the story of her own unlikely rise to power. The mother of an autistic child before the advent of special education, Roberts began her life in public service as an advocate for the rights of children with disabilities. She documents her expanding political career from school board member to legislator to Secretary of State and finally, Governor. In this gripping and poignant memoir, hotly contested elections and tough policy decisions are interspersed with intimate details of personal ups and downs. Throughout, Roberts reveals the warmth and humor that show the "real" person behind the politician. Only the third published memoir by a woman head-of-state, *Up the Capitol Steps* is "a very significant contribution to Oregon history, the history of women in politics, and especially the history of women governors," according to series editor Melody Rose. Roberts' autobiography captures a period of our nation's political history and a view of women's expanding role in government that will bring new understanding to the term, "social revolution."

The Governors' Lobbyists

Recently the topic of civil society has generated a wave of interest, and a wealth of new information. Until now no publication has attempted to organize and consolidate this knowledge. The *International Encyclopedia of Civil Society* fills this gap, establishing a common set of understandings and terminology, and an analytical starting point for future research. Global in scope and authoritative in content, the *Encyclopedia* offers succinct summaries of core concepts and theories; definitions of terms; biographical entries on important figures and organizational profiles. In addition, it serves as a reliable and up-to-date guide to additional sources of information. In sum, the *Encyclopedia* provides an overview of the contours of civil society, social capital, philanthropy and nonprofits across cultures and historical periods. For researchers in nonprofit and civil society studies, political science, economics, management and social enterprise, this is the most systematic appraisal of a rapidly growing field.

How Things Really Work

Our American Government textbook adheres to the scope and sequence of introductory American government courses nationwide. We have endeavored to make the workings of American Government interesting and accessible to students while maintaining the conceptual coverage and rigor inherent in the subject at the college level. With this objective in mind, the content of this textbook has been developed and arranged to provide a logical progression from the fundamental principles of institutional design at the founding, to avenues of political participation, to thorough coverage of the political structures that constitute American government. The book builds upon what students have already learned and emphasizes connections between topics as well as between theory and applications. The goal of each section is to enable students not just to recognize concepts, but to work with them in ways that will be useful in later courses, future careers, and as engaged citizens. The organization and pedagogical features were developed and vetted with feedback from American government instructors dedicated to the project.

The Oxford Handbook of American Political Parties and Interest Groups

Spurred by the disconnect between what was being taught in the classroom and actual practice, Godwin, Ainsworth, and Godwin set out to answer the question, "Was political science missing some key aspects of the interactions between lobbyists and policy makers?" Built on interviews with over 100 lobbyists, these authors show that much of the research on organized interests overlooks the lobbying of regulatory agencies even though it accounts for almost half of all lobbying—even though bureaucratic agencies have considerable leeway in the way they choose to implement law. This groundbreaking new book argues that lobbying activity is not mainly a struggle among competing interests over highly collective goods; rather, it is the public provision of private goods. And more to the point, this shift in understanding influences our perception of the strengths and weaknesses of American democracy. Through a series of highly readable case studies, the authors employ both neopluralist and exchange perspectives to explore the lobbying activity that occurs in the later stages of the policymaking process which are typically less partisan, involve little conflict, and receive scant public attention. *Lobbying and Policymaking* sheds new light on lobbying influence on the policy process, and is an ideal way to expose students to cutting-edge research in an accessible, fascinating package.

U.S. Policy Toward China

Increased fluidity and pluralism in U.S. policy toward China in the post-Cold War period have led to growing non-governmental influence as both the administration and Congress have become the target of intense lobbying by organized groups concerned with human rights, trade opportunities, relations with Taiwan, and other hotly debated issues. This

balanced study examines the central role of these organizations and shows how the recent movement toward a more consistent and coherent administration policy on China remains tentative and under attack, especially in the wake of Asian campaign contributions. Although recognizing that U.S. policymakers must consider a wider range of interests in the current political climate, Sutter argues that following the prevailing consensus among organized interests may lead to bad policy. Instead, he contends that U.S. foreign policy must strike a balance between satisfying domestic concerns while buttressing interests abroad.

Interest Group Politics

The Internet is facilitating a generational transition among American political advocacy organizations. This book provides a detailed exploration of how "netroots" advocacy groups - MoveOn.org, DailyKos.com, DemocracyforAmerica.com, and the Progressive Change Campaign Committee - differ from "legacy" peer organizations. It also explains the partisan character of these technological innovations.

Lobbying and Policymaking

With its broad spectrum of scholarship on interest groups past and present, Interest Group Politics brings together noted political scientists to provide comprehensive coverage and cutting-edge research on the role and impact of interest groups in U.S. politics, all geared to an undergraduate audience. In the wake of the Citizens United decision and the growth of lobbying into a multi-billion dollar industry, this trusted classic provides students with a guide to the influence and reach of interest groups. The Ninth Edition offers 15 new contributions on a variety of topics including organized labor, the LGBT movement, religious lobbying, the Tea Party, the tobacco industry, the role of "dark money" in campaign funding, the profession of lobbying, and advocacy and inequality. Each chapter is written by an expert in the field and carefully edited for clarity and cohesion by the editors Allan J Cigler, Burdett A. Loomis, and Anthony J. Nownes.

International Encyclopedia of Civil Society

This text starts by explaining the fundamental goal of good political science research—the ability to answer interesting and important questions by generating valid inferences about political phenomena. Before the text even discusses the process of developing a research question, the authors introduce the reader to what it means to make an inference and the different challenges that social scientists face when confronting this task. Only with this ultimate goal in mind will students be able to ask appropriate questions, conduct fruitful literature reviews, select and execute the proper research design, and critically evaluate the work of others. The authors' primary goal is to teach students to critically evaluate their own research

designs and others' and analyze the extent to which they overcome the classic challenges to making inference: internal and external validity concerns, omitted variable bias, endogeneity, measurement, sampling, and case selection errors, and poor research questions or theory. As such, students will not only be better able to conduct political science research, but they will also be more savvy consumers of the constant flow of causal assertions that they confront in scholarship, in the media, and in conversations with others. Three themes run through Barakso, Sabet, and Schaffner's text: minimizing classic research problems to making valid inferences, effective presentation of research results, and the nonlinear nature of the research process. Throughout their academic years and later in their professional careers, students will need to effectively convey various bits of information. Presentation skills gleaned from this text will benefit students for a lifetime, whether they continue in academia or in a professional career. Several distinctive features make this book noteworthy: A common set of examples threaded throughout the text give students a common ground across chapters and expose them to a broad range of subfields in the discipline. Box features throughout the book illustrate the nonlinear, "non-textbook" reality of research, demonstrate the often false inferences and poor social science in the way the popular press covers politics, and encourage students to think about ethical issues at various stages of the research process.

Competitive Interests

Often the whipping boys of politicians and pundits, lobbyists are the recipients of lampooning stump portrayals and sensationalized news coverage. Little attention is given to how most lobbyists simply do their job or become effective at what they do. Whether it's helping staff draft legislative language, providing members with quality policy and political information, or just being a good listener, lobbyists must build and maintain relationships. If they do, they'll succeed in advancing their policy objectives within the give-and-take process of the American legislative system. *The Art of Lobbying* examines strategies and techniques from the perspective of those who are lobbied—the people who know what resonates and what falls upon deaf ears in congressional offices. A former longtime lobbyist himself, Levine has interviewed more than 40 current or former members of Congress, along with their staffers, to give a thorough review of the relevant academic literature and offer a behind-the-scenes perspective on what constitutes the art of lobbying.

The Oxford Handbook of Classics in Public Policy and Administration

Many citizens, politicians, and political activists voice concern about the political influence of business in the European Union. But do business interests really pull the strings in Brussels? Contrary to expectations, this book shows that business interests are no more influential than other interests in shaping contemporary EU policies. Andreas Dür, David Marshall, and Patrick Bernhagen present an original argument that stresses the role of public actors in facilitating or impeding interest groups' lobbying success. Novel data on a large number of legislative proposals on the EU's agenda and three case studies

present strong support for this argument. The Political Influence of Business in the European Union offers new insights into how lobbying success depends on the demand and supply of information, as well as new ideas on how to measure lobbying success. The book advances a fresh perspective on the question of business power and shows why business interests often lose in the policy struggle.

Special Interest Politics

"Lobbyist" tends to be used as a dirty word in politics. Indeed, during the 2008 presidential primary campaign, Hillary Clinton was derided for even suggesting that some lobbyists represent "real Americans." But although many popular commentators position interest groups as representatives of special—not "public"—interests, much organized advocacy is designed to advance public interests and ideas. Advocacy organizations—more than 1,600 of them—are now an important component of national political institutions. This book uses original data to explain why certain public groups, such as Jews, lawyers, and gun-owners, develop substantially more representation than others, and why certain organizations become the presumed spokespersons for these groups in government and media. In contrast to established theory and conventional wisdom, this book demonstrates that groups of all sizes and types generate advocates to speak on their behalf, though with varying levels of success. Matt Grossmann finds that the advantages of organized representation accrue to those public groups that are the most politically motivated and involved in their communities. Organizations that mobilize members and create a long-lasting presence in Washington become, in the minds of policymakers and reporters, the taken-for-granted surrogates for these public groups. In the face of perennial debates about the relative power of the people and the special interests, Grossmann offers an informed and nuanced view of the role of organizations in public representation and American governance.

Pressure and Power

Bill Hobby has spent most of his life in and around Texas government, including a record eighteen years as the state's lieutenant governor. His candid recollections about his days in office, as well as his take on what state government should and should not do, are part of his new book, *How Things Really Work: Lessons from a Life in Politics*, published by the Dolph Briscoe Center for American History. "Nostalgia is not my purpose," Hobby writes in the book's preface. "But I do hope to convey something of my admiration for the people that I had the honor to work with, the spirit of the times, and a sense of how things actually worked—at least in the legislative process." His no-hold-barred opinions about everything from partisan politics to efforts to rewrite the Texas Constitution to government wiretaps and the war on drugs are included, as are his memories of working with Texas politicians Ben Ramsey, Dolph Briscoe, Bill Clements, and Ann Richards. Hobby's years as lieutenant governor coincided with Texas's transition from a state dependent on oil and agriculture to one with a more

diversified economy strengthened by the technology and health care industries. Through it all, Hobby emphasized the need for Texas to make education a priority. He enjoyed the nuts and bolts of the legislative process, especially appropriations and redistricting. "To help people, government has to work," he says. "Make the system work." Bill Hobby served eighteen years as lieutenant governor of Texas. He has taught at the LBJ School for Public Affairs and served as chancellor of the University of Houston System. Former reporter and Hobby chief of staff Saralee Tiede is director of communications at the Lady Bird Johnson Wildflower Center.

Lobbying Together

Americans rail against so-called special interests but at the same time many members of society are themselves represented in one form or another by organized groups trying to affect the policymaking progress. This concise but thorough text demonstrates that interest groups are involved in the political system at all levels of government e" federal, state, and local e" and in all aspects of political activity, from election campaigns to agenda setting to lawmaking to policy implementation. Rather than an anomaly or distortion of the political system, it is a normal and healthy function of a pluralist society and democratic governance. Nonetheless, Nownes warns of the dangers of unwatched interest group activity, especially in the realms of the electoral process and issue advocacy. *Interest Groups in American Politics, Second Edition*, is grounded by the role of information in interest group activity, a theme that runs through the entire book. This much anticipated revision of Nownese(tm)s text retains a student friendly tone and thoroughly updates the references to interest group research, as well as adds a new chapter on the connections between interest groups and political parties. Numerous figures and tables throughout the book help students visualize important trends and information.

Revolving Door Lobbying

In recent decades, Washington has experienced an alarming rise in the number of politicians and officials who cash in on their government experience to become lobbyists on K Street. *Revolving Door Lobbying* explains why, though the reason is not what most people think. Special interests in Washington are not buying more access to those in power today than in the past. They are buying political insurance against decisions made by an increasingly dysfunctional, unpredictable, and ideologically polarized government.

The Fourteenth Chronicle

Lobbying and political interest groups occupy an ambivalent place in advanced democracies. Lobbying is viewed with suspicion, but is also a critical avenue for voices in policy debates. This insightful book injects a new sociological

understanding of politics and policy. Interest groups help set political agendas, provide support to policymakers, and mobilize resources around issues. They are also the means by which individuals and organizations achieve advantage over others in social and economic life. John C. Scott incorporates theory and research about interest groups into political sociology's approach to issues of power, inequality, and public policy. As he convincingly reveals, a sociological understanding of lobbying and interest groups illustrates the edges and boundaries of representative democracy itself. Using case studies and data, and organized by topics such as influence, collective action, representation, and inequality, the book is a critical resource for students of policymaking and political sociology.

The Ethical Lobbyist

West Virginia Politics and Government offers the only recent study of politics in the Mountain State. Combining new empirical information about political behavior with a close examination of the capacity of the state's government, this second edition is a comprehensive and pointed study of the ability of the state's government to respond to the needs of a largely rural and relatively low-income population. The authors discuss public demands on state government, the shaping of the political agenda by interest groups, elections and the role of political parties, and the influence of the federal government on the state's political and administrative functions. The book also examines the nature of the state's constitution and the role of governmental institutions, including the state legislature, the governor, and the state bureaucracy, in the making of public policy and the construction of a state budget, as well as the judiciary and local governments. The concluding chapter assesses the future of governance in the state.

Lobbying in the European Union

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and analyze data on campaign finance, lobbying, and interest group involvement in governance. The eResource website includes materials for several classroom simulations, such as an interest group legislative battle, a Netroots convention, and a rule-making process. As they read about key questions in democratic government and current research trends, students can practice serving as interest group activists and conduct original research on topics that most interest them.

The Business of America is Lobbying

Offers insights into the lobbyist and special interest groups that populate today's policymaking, from Arctic oil drilling, environmental conservation and regulating genetically modified food and describes how the intense competition between these groups of advocates causes legislative gridlock. Original.

Interest Groups and Lobbying

This work seeks to clarify why and when interest group leaders in Washington, USA seek to mobilize the public order to influence policy decisions in Congress. It grants a more important role to the need for interest group leaders to demonstrate popular support on particular issues.

Lobbying and Society

Today organized interests fight most of their major battles within coalitions. Whether joining forces to address tobacco legislation or proposed air safety regulations, Washington lobbyists with seemingly little in common are combining their clout to get results. Kevin Hula here examines why coalition strategies have emerged as a dominant lobbying technique, when lobbyists use them, and how these strategies affect their activities. His is the first book to focus on the formation and use of coalitions by lobbyists, examining the broader scope of interest group coalitions and explaining their roles as institutions of collective leadership, bargaining, and strategy for member organizations. Combining collective action theory with data gleaned from 130 interviews with lobbyists and interest group leaders in the fields of transportation, education, and civil rights, Hula explores how the use of coalitions differs at various stages of the policy process and with different activities. In the course of his study, he also shows how the communications revolution is changing interest group tactics. The single most detailed work available on this subject, *Lobbying Together* offers scholars and students alike a fresh and accessible look at this increasingly important factor in the policy process.

Outside Lobbying

Lobbyists in Washington aren't a new phenomenon. Since the early days of the republic, citizens and groups alike have hired professionals to press their interests with lawmakers. However, recent examples of misconduct—like that seen in the Abramoff scandal—highlight the unique ethical challenges this industry faces in the twenty-first century. Though major scandals happen less frequently than popularly believed, the more pervasive ethics problem is that members of the profession often cut deals that go against their clients' interests. They sacrifice the interests of those they represent in order to curry favor with lawmakers. In *The Ethical Lobbyist*, Thomas T. Holyoke exposes how current industry regulations fall short of ensuring principled behaviors and may actually incentivize unethical behavior. Holyoke presents the provocative argument that, in addition to welcoming stronger regulations, lobbyists need to borrow a page from the legal profession and adopt ironclad guarantees of principled representation. *The Ethical Lobbyist* puts forth a set of principles and a workable program for implementing reform. The result is a road map to reform that will transform “ethical lobbyist” from an oxymoron to an expectation—and change the industry and our government for the better.

The MoveOn Effect

Offers an analysis of the political initiative process, which involves citizens voting directly on new laws

New Directions in Interest Group Politics

In *Outside Lobbying*, Ken Kollman explores why and when interest group leaders in Washington seek to mobilize the public in order to influence policy decisions in Congress. In the past, political scientists have argued that lobbying groups make outside appeals primarily because of their own internal dynamics—to recruit new members, for example. Kollman, however, grants a more important role to the need for interest group leaders to demonstrate popular support on particular issues. He interviewed more than ninety interest group leaders and policy makers active on issues ranging from NAFTA to housing for the poor. While he concludes that group leaders most often appeal to the public when they perceive that their stand has widespread popular support, he also shows that there are many important and revealing exceptions to this pattern. Kollman develops his theory of outside lobbying through a combination of rational choice modeling and statistical tests that compare public opinion data with data from his interviews about interest groups' policy positions and activities. The tests reveal that group leaders use outside lobbying to take advantage of pre-existing public preferences, not to recruit members or to try to generate the mere appearance of grass-roots support. Kollman's innovative book will clarify the complex relationship among lobbying, public opinion, and public policy, and will set a new standard for interest group research.

Parties, Interest Groups, and Political Campaigns

Employers are increasingly recruiting their workers into politics to change elections and public policy-sometimes in coercive ways. Using a diverse array of evidence, including national surveys of workers and employers, as well as in-depth interviews with top corporate managers, Alexander Hertel-Fernandez's *Politics at Work* explains why mobilization of workers has become an appealing corporate political strategy in recent decades. The book also assesses the effect of employer mobilization on the political process more broadly, including its consequences for electoral contests, policy debates, and political representation. Hertel-Fernandez shows that while employer political recruitment has some benefits for American democracy-for instance, getting more workers to the polls-it also has troubling implications for our democratic system. Workers face considerable pressure to respond to their managers' political requests because of the economic power employers possess over workers. In spite of these worrisome patterns, Hertel-Fernandez found that corporate managers view the mobilization of their own workers as an important strategy for influencing politics. As he shows, companies consider mobilization of their workers to be even more effective at changing public policy than making campaign contributions or buying electoral ads. Hertel-Fernandez closes with an array of solutions that could protect workers from employer political coercion and could also win the support of majorities of Americans. By carefully examining a growing yet underappreciated political practice, *Politics at Work* contributes to our understanding of the changing workplace, as well as the increasing power of corporations in American politics. It is essential reading for anyone interested in the connections between inequality, public policy, and American democracy.

Interest Group Politics in America

Interest-group lobbying is a controversial activity in American politics and this book provides a study of group power. This edition includes expanded coverage of the changing dynamics of power politics in America; new media venues and grassroots organizing; and the perennial issue of reform.

New Directions in Interest Group Politics

This text provides students with a comprehensive, accessible look at interest group politics in the United States, from how interest groups are born to how they survive, operate, and influence public policy. *Pressure and Power* examines the American public's conflicting attitudes towards organized interest groups while giving students the tools they need to formulate their own conclusions.

The Not-So-Special Interests

This Handbook brings together a collection of leading international authors to reflect on the influence of central

contributions, or classics, that have shaped the development of the field of public policy and administration. The Handbook reflects on a wide range of key contributions to the field, selected on the basis of their international and wider disciplinary impact. Focusing on classics that contributed significantly to the field over the second half of the 20th century, it offers insights into works that have explored aspects of the policy process, of particular features of bureaucracy, and of administrative and policy reforms. Each classic is discussed by a leading international scholar. They offer unique insights into the ways in which individual classics have been received in scholarly debates and disciplines, how classics have shaped evolving research agendas, and how the individual classics continue to shape contemporary scholarly debates. In doing so, this volume offers a novel approach towards considering the various central contributions to the field. The Handbook offers students of public policy and administration state-of-the-art insights into the enduring impact of key contributions to the field.

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