

SUBJECT: **Lobbying in the European Union**

HOURS: 30

ECTS: 3

Name/title of the author:	
Course Description:	<p>The course contains the comprehensive explanation of the theory of lobbying together with the recognition of the practical side of lobbying and its role within the decision making process in the European Union. The aim of the course is to describe lobbying as an immanent part of European politics and prepare students to understand properly different aspects of lobbying in the EU with the special emphasis on the lobbying campaigns.</p>
Learning Outcomes (skills and knowledge):	<p>Having finished the course the students will have basic knowledge on the lobbying in the EU - its mechanics, tools, strategies and barriers. The acquired knowledge will enable the student to formulate his/her own opinions on the way lobbyists operate within the EU institutions as well as make judgements based on different sources of information.</p>
Course Content:	<p>The course contains the following issues:</p> <ol style="list-style-type: none">1. Brussels as one of the centres of lobbying2. Introduction to lobbying: definitions, history, ethics3. Mechanics of lobbying4. Tools of lobbying5. Lobbying in the European Union – history and background6. Policy making in the EU (incl. EU institutions and legislative process)7. Lobbying structures in the EU (trade associations, NGOs, trade unions, business representation, etc.)8. Tools of lobbying in the EU9. Lobbying strategies in the EU10. Barriers and limits of lobbying in the EU11. Practical examples of lobbying campaigns
Methods of Instruction:	<p>Lecture with the use of other methods such as discussion, presentation and group project, etc.</p>
Assessment policy (examination):	<p>Written exam consisting of single-choice test and short descriptive questions.</p>
References:	<ol style="list-style-type: none">1. Coen David, Richardson Jeremy (eds.), <i>Lobbying the European Union: Institutions, Actors, and Issues</i>, Oxford University Press, 20092. Zetter Lionel, <i>Lobbying. The art of Political Persuasion</i>, Harriman House, 20083. Van Schendelen Rinus, <i>More Machiavelli in Brussels. The Art of Lobbying in the EU</i>, Amsterdam University Press, 20104. Transparency Register – http://ec.europa.eu/transparencyregister/public