

**UNIVERSITY OF NOTRE DAME  
WASHINGTON PROGRAM**

**Fall/2010**

**Tuesday, 4:00-6:30**

**LOBBYING, MONEY AND INFLUENCE IN WASHINGTON  
DR. STEVEN BILLET**

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**Course Description**

This course will be an intense examination of lobbying in Washington with particular attention given to the role of money and campaign finance in the operation of what has become a highly sophisticated and poorly understood network of advocacy and influence.

The approach of the instructor is to provide a basic understanding of three different but interrelated knowledge sets: the Congress, political money and lobbying by interest groups. Students should understand that while the lectures are focused on those individual subject areas and that the semester is divided into three separate sections for that purpose, the readings later in the term will often relate to earlier lectures. This is done with the intent of “connecting the dots” among all these somewhat diverse topical areas.

**Required Reading:**

Morris Fiorina, Cultural War?

Davidson, Roger and Walter Oleszek, Congress and Its Members, 12<sup>th</sup> Edition

Levine, Bertram. The Art of Lobbying

Fineman, Howard. The Thirteen American Arguments.

The instructor will provide a “course packet” of articles included in the readings.

Each student is expected to read newspapers (*Washington Post*, *New York Times*, *Wall Street Journal*, *Financial Times*), various news magazines (*Time*, *Newsweek*, *Economist*, *U.S. News and World Report*, *Weekly Standard*, *New Republic*, *Business Week*, etc.) as well as various e-newsletters in the political arena (*Slate*, *Hotline*).

## **Research, Writing and Tests.**

A take-home mid-term will be distributed in mid-February. It counts for 30% of the final grade and will be based largely on reading from the texts.

Each student will be required to write a paper on a government affairs operation in Washington (approximately 5000 words). It will include a general description of the organization, its role in the overall strategy of the group, an overview of its most important issues, and a critique of the organization. A more detailed description of the project will be distributed later. This paper will substitute for a final exam.

Each student will make a ten-minute presentation of their final paper and its major findings at the end of the semester.

## **Grade Weighting**

Mid-term	30 Percent
Class Participation	30 Percent
Final Paper	40 Percent

Class attendance and participation are critical. They constitute the primary point of differentiation between good and excellent final grades. This is an upper-level course that will be conducted as a seminar. It is imperative that you stay abreast of the reading assignments. Much of the information needed to do well in this course, however, will be drawn from the lectures and class discussion. While these lectures often reference the readings, many will not.

**In order to stimulate class participation, each student will prepare two questions intended to direct discussion on the readings and the topics under consideration. These must be sent to the instructor via e-mail no later than noon on the day of the class. This element of the course will be discussed in the first session.**

## **Class Reading Assignments**

August 24

Session One: Course Introduction/Review of Syllabus/Assignments/Expectations  
Course Objectives/Major Components

August 31

Session Two: Understanding Congress

Davidson and Oleszek, Chs. 1-2

Clive Thomas and Ronald Hrebendar, "Comparing Lobbying Across Liberal Democracies"

Pew Charitable Trust website

September 7

Session Three: The Evolution of the Washington Environment: Disintegrating Iron Triangles and the Rise of Partisan Networks

Davidson and Oleszek, Chs, 3 and 4  
Nicholas Confessore "Welcome to the Machine"

September 14

Session Four: Campaign Finance and the Money Chase: BCRA, Money and its Meaning

Davidson and Oleszek, Chs.6, 7 and 9  
Thomas Stratmann, "Some Talk: Money in Politics. A (partial) review of the Literature"  
Stephen Ansolabehere et al "Are PAC Contributions and Lobbying Linked?"

September 21

Session Five: Political Action Committees: Democratic Facilitator or Legislative Corruptor?

Davidson and Oleszek, Chs. 13 and 16.  
David Lowery et al, "Organized Interests and Political Extortion: A Test of the Fetcher Bill Hypothesis"  
Steven Billet "Open the Books"

September 28

Session Six: Cutting Through the Rhetoric

Fineman, The Thirteen American Arguments

October 5

Session Seven: The Washington Lobbying World

Figueiredo, "Lobbying and Information in Politics"  
Levine, Chapters 1-4

October 12

Session Eight: Washington Lobbying (continued)

Levine, Chapters 5-8

October 19

Session Nine: Issue Management

Marie Hojnacki and David Kimball "PAC Contributions and Lobbying Contacts in Congressional Committees"



Jeffrey Milyo "Bribes and Fruit Baskets: What Does the Link Between PAC Contributions and Lobbying Mean?"

**Mid-Semester Break October 16-24**

November 2

Session Ten: Globalization and Transnational Advocacy

Morton, "Gunning for the World"

Thomas and Hrebнар, "Understanding Interest Groups, Lobbying and Lobbyists in Developing Democracies"

November 9

Session Eleven: Lobbying in Washington: Analyzing the Activity through the Prism of Competitor Analysis/The PDCA Model

Shawn Zeller, "Blowout"

November 16

Session Twelve: The Internet: Bypassing Interest Structures through plebecitarian mechanisms

Clark and Themudo, "Linking the Web and the Street . . ."

November 23

Session Thirteen: Are we really so polarized?

Morris Fiorina, Culture Wars? All

November 30

Session Fourteen: The Dilemmas of Entrenched Interests?

Alvarez, "Sweetening the US Legislature: . . . Sugar Lobby"

December 7

Session Fifteen: RESEARCH READOUT/IN-CLASS SUMMARIES (10 MINUTES) OF FINAL PAPER TO DATE.

**Final Papers Due on December 10th.**