

**GRADUATE SCHOOL OF POLITICAL MANAGEMENT
THE GEORGE WASHINGTON UNIVERSITY**

Lobbying PMGT 230.10

Fall 2008

Thursdays, 7:10 p.m.—9:40 p.m.

Monroe Hall, Room 451, 2115 G Street, N.W.

Instructor: Julius W. Hobson, Jr., Adjunct Associate Professor & Senior Policy Advisor, Powell Goldstein LLP; (202) 624-7303 (o); (202) 364-8866 (h); (202) 686-4711 (home fax).

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Office Hours: By appointment.

Course Goals: The goal of the course is to equip students with the knowledge and skills necessary to successfully impact the federal policymaking process.

Course Requirements:

- Each student is required to produce a one-page fact sheet (also known as “Talking Points”). The topic must be selected and approved by **September 18**. Grammar and spelling will affect the paper’s grade. The fact sheet must provide necessary background information on the policy issue in question and is due **October 9**.
- Each student will prepare a five-to-six (5-6) page lobbying strategy memorandum based on the same topic as the Talking Points. The memo must illustrate strategy and tactics for passing (or defeating) a bill through both Houses of Congress and conference. The memo must identify key members of the relevant House and Senate committees of jurisdiction and the leadership, and suggest ways (such as direct lobbying and grassroots) to influence those members. The purpose of the memo is to test each student’s ability to think strategically in the public policy arena. Grammar and spelling will affect the paper’s grade. The paper must be double-spaced (do not triple or quadruple space between paragraphs or headings) with margins of no more than one inch, maximum 12 point font size, and no charts, graphs, lists, appendices, addenda, footnotes or endnotes. The memo **must** follow the format located at the end of this syllabus. **Failure to follow these directions will negatively affect the paper’s grade. The memorandum is due, via e-mail, by 5:00 pm December 8.**
- **Failure to complete assigned work by the due date means the maximum possible grade on that assignment will be B+!**
- Oral participation in the classroom is required. This means the student actively participates and makes a contribution in class discussions.
- There will be a written final examination that will cover class discussion and the required reading. This will be a “blue book” exam on **December TBA**.

Course Grading:

In this course, the final grade will be based upon the “Talking Points” (10%), lobbying strategy memorandum (35%), oral class participation (5%), and the final examination (50%).

Required Reading:

Each student is expected to read newspapers (*Washington Post*, *New York Times*, *Wall Street Journal*, *Financial Times*, *Washington Times*, *Los Angeles Times*, etc.), various news magazines (*Time*, *Newsweek*, *U.S. News & World Report*, *Weekly Standard*, *The Economist*, *New Republic*, *BusinessWeek*, etc.), and e-newsletters (*Slate Magazine*) throughout the semester. The books required in the course are as follows:

- *Interest Group Politics*, 7th Edition, by Allan J. Cigler & Burdett A. Loomis, CQ Press, 2006, ISBN: 978-1-93311-676-1 (paperback).
- *Unorthodox Lawmaking: New Legislative Processes in the U.S. Congress*, 3rd Edition, by Barbara Sinclair, CQ Press, 2007, ISBN: 9780872893061 (paperback).
- *Total Lobbying: What Lobbyists Want (and How They Try to Get it)*, by Anthony J. Nownes, Cambridge University Press, 2006, ISBN: 9780521547116 (paperback).
- *The American Congress*, 5th Edition, by Steven S. Smith, Jason M. Roberts, & Ryan J. Vander Wielen, Cambridge University Press, ISBN: 9780521708364 (paperback).
- *The Citizen's Guide to Lobbying Congress*, Revised and Updated Edition, by Donald E. deKieffer, Chicago Review Press, Inc., ISBN-13: 9781556527180 (paperback).
- Website assignments--Committee on Rules, U.S. House of Representatives: www.rules.house.gov/archives/crs_reports.htm
- Website assignment—U.S. Senate Historical Office, http://www.senate.gov/artandhistory/history/common/generic/Senate_Historical_Office.htm
- www.senate.gov/reference/reference_index_subjects/Legislation_and_the_Legislative_Process_vrd.htm

Handouts in the class are also required reading. For those students interested in additional readings on subject matter covered in class, there is a suggested supplemental reading list for each topic. Students are not required to read books on the supplemental list, but may simply find them helpful.

Academic Integrity

In this class, we are guided by the principle that academic integrity is essential in the pursuit of knowledge. The University, this graduate program, your professor, and your classmates will not tolerate cheating of any kind, including misrepresenting your own work, taking credit for the work of others without crediting them and with appropriate authorization, and the fabrication of information. Please refer to the GW Student Guide to Rights and Responsibilities for further elaboration on academic dishonesty and student conduct.

(1) September 4

- Overview of the course and requirements.
- Class objectives and rules.
- Introduction to Lobbying.
- The American Political System in the context of lobbying.
- Reading Assignment:
 - deKieffer, Chapter 1.
- Supplemental Reading:
 - Hamilton, Madison, & Jay, *The Federalist Papers*, especially “No. 10” by Madison.
 - Richard D. Brown, *The Strength of a People: The Idea of an Informed Citizenry in America, 1650-1870*, Chapel Hill, 1996.
 - Martin A. Levin, Marc K. Lany, & Martin Shapiro, editors, *Seeking The Center: Politics and Policymaking at the New Century*, 2001, Georgetown University Press.
 - Byron E. Shafer, *The Two Majorities and the Puzzle of Modern American Politics*, Kansas University Press, 2003.
 - Gerald M. Pomper & Marc D. Weiner, editors, *The Future of American Democratic Politics*, Rutgers University Press, 2003.
 - Barry C. Burden, editor, *Uncertainty in American Politics*, Cambridge University Press, 2003.
 - Frank Newport, *Polling Matters: Why Leaders Must Listen to the Wisdom of the People*, Warner Books, 2004.
 - The Annenberg Democracy Project, *A Republic Divided*, Oxford University Press, 2007.

(2) September 11

- Legislative Process in Congress.
- Lobbying the “New” Legislative Process.
- Lobbying the Legislative Process—counting votes, Chairman’s Mark, Rules Committee, Floor Action, etc.
- Reading Assignment:
 - Sinclair, Chapters 1-4, 6, & 9.
 - Smith, et al, Chapters 1, 2, 4, 7, & 8.
 - deKieffer, Chapters 9 & 10.
 - Thomas/House Rules Committee Website:
www.rules.house.gov/archives/crs_reports.htm
 - “How Our Laws Are Made”,
<http://www.senate.gov/reference/resources/pdf/howourlawsaremade.pdf>
 - Relations with the Senate: http://www.rules.house.gov/archives/crs_reports.htm
 - “House and Senate Rules of Procedure: A Comparison,” CRS Order Code RL30945, http://digital.library.unt.edu/govdocs/crs//data/2005/upl-meta-crs-6155/RL30945_2005Feb10.pdf

- Read the following items at www.senate.gov/reference/reference_index_subjects/Legislation_and_the_Legislative_Process_vrd.htm
 1. *Cloture*.
 2. *Filibuster*.
 3. *Rules and Procedures*.
 4. *Votes*.
- Supplemental Reading:
- Roger H. Davidson & Walter J. Oleszek, *Congress and Its Members*, 1st-9th editions, CQ Press.
- Sunil Ahuja & Robert Dewhirst, editors, *Congress Responds to the Twentieth Century*, Ohio State University Press, 2003.
- Nelson W. Polsby, *How Congress Evolves: Social Bases of Institutional Change*, Oxford University Press, 2004.
- Walter J. Oleszek, *Congressional Procedures and the Policy Process*, 7th edition, CQ Press, 2007.
- Stephen D. Van Beek, *Post-Passage Politics: Bicameral Resolution in Congress*, Pittsburgh, 1995.
- Wendy J. Schiller, *Partners and Rivals: Representation in U.S. Senate Delegations*, Princeton, 2000.
- Frances E. Lee & Bruce I. Oppenheimer, *Sizing Up the Senate: The Unequal Consequences of Equal Representation*, Chicago, 1999.
- Sarah A. Binder & Steven S. Smith, *Politics Or Principle? Filibustering in the United States Senate*, Brookings, 1997.
- Gregory Wawro, *Legislative Entrepreneurship in the U.S. House of Representatives*, University of Michigan Press, 2001.
- Douglas Dion, *Turning the Legislative Thumbscrew: Minority Rights and Procedural Change in Legislative Politics*, University of Michigan Press, 2001.
- Burdett A. Loomis, editor, *Esteemed Colleagues: Civility and Deliberation in the U.S. Senate*, Brookings Institution, 2000.
- William T. Bianco, editor, *Congress on Display, Congress at Work*, University of Michigan Press, 2000.
- Lawrence C. Dodd & Bruce I. Oppenheimer, editors, *Congress Reconsidered*, 1st-7th Editions, CQ Press.
- Stanley P. Bernard, *Southern Democrats in the U.S. House of Representatives*, University of Oklahoma Press, 2001.
- Bruce I. Oppenheimer, editor, *U. S. Senate: Exceptionalism*, Ohio State University Press, 2002.
- J. Mitchell Pickerill, *Constitutional Deliberation in Congress: The Impact of Judicial Review in a Separated System*, Duke University Press, 2004.
- Burdett A. Loomis & Wendy J. Schiller, *The Contemporary Congress*, 4th edition, Thomson & Wadsworth, 2004.
- Julian E. Zelizer, editor, *The American Congress: The Building of Democracy*, Houghton Mifflin Company, 2004.
- Martin B. Gold, *Senate Procedure and Practice*, Rowman & Littlefield, 2004.

- Thad E. Hall, David T. Canon, Janet M. Box-Steffensmeier, editors, *Authorizing Policy*, Ohio State University Press, 2004.
- Sunil Ahuja & Robert Dewhirst, editors, *Congress Responds to the Twentieth Century*, Ohio State University Press, 2003.
- Lewis L. Gould, *The Most Exclusive Club: A History of the Modern United States Senate*, Basic Books, 2005.
- Gary Mucciaroni & Paul J. Quirk, *Deliberative Choices: Debating Public Policy in Congress*, University of Chicago Press, 2006.
- Robert V. Remini, *The House: The History of the House of Representatives*, Smithsonian Books & Collins, 2006.
- Paul J. Quirk & Sarah A. Binder, *The Legislative Branch*, Oxford University Press, 2005.
- Gregory J. Wawro & Eric Schickler, *Filibuster: Obstruction and Lawmaking in the U.S. Senate*, Princeton University Press, 2006.

(3) September 18

- Lobbying and the Committee System in Congress
 - Topic selection due.
 - Party Leadership in Congress
 - Required reading:
 - Sinclair, Chapters 7, 8 & 13.
 - Smith, et al, Chapters 5 & 6.
 - CRS Report RS20499, “House Leadership: Whip Organization”, <http://www.rules.house.gov/archives/rs20499.pdf>
 - CRS Report RS20881, “Party Leaders in the House: Election, Duties, and Responsibilities”, <http://www.rules.house.gov/archives/RS20881.pdf>
 - “Senate Committees,”
 - <http://www.senate.gov/artandhistory/history/common/briefing/Committees.htm>
- Supplemental reading:
 - David C. King, *Turf Wars: How Congressional Committees Claim Jurisdiction*, Chicago University Press, 1997.
 - Christine A. DeGregorio, *Networks of Champions: Leadership, Access, and Advocacy in the U.S. House of Representatives*, University of Michigan Press, 1997.
 - Christopher J. Deering & Steven S. Smith, *Committees in Congress*, 3rd edition, CQ Press, 1997.
 - Ronald M. Peters, Jr., *The Speaker: Leadership in the U.S. House of Representatives*, CQ Press, 1994.
 - Richard A. Baker & Roger H. Davidson, editors, *First Among Equals: Outstanding Senate Leaders of the Twentieth Century*, CQ Press, 1991.
 - Roger H. Davidson, Susan Webb Hammond & Raymond W. Smock, editors, *Masters of the House: Congressional Leaders over Two Centuries*, Westview, 1998.
 - Susan Webb Hammond, *Congressional Caucuses in National Policy Making*, Johns Hopkins University Press, 1998.

- Robert Singh, *The Congressional Black Caucus: Racial Politics in the U.S. Congress*, Sage, 1998.
- Sarah A. Binder, *Minority Rights, Majority Rule: Partisanship and the Development of Congress*, Cambridge University Press, 1997.
- LaVerne McCain Gill, *African American Women in Congress: Forming And Transforming History*, Rutgers University Press, 1997.
- Robert A. Caro, *Master of the Senate: The Years of Lyndon Johnson*, Alfred A. Knopf, 2002.
- E. Scott Adler, *Why Congressional Reforms Fail: Reelection and the House Committee System*, University of Chicago Press, 2002.
- Don Oberdorfer, *Senator Mansfield: The Extraordinary Life of a Great American Statesman and Diplomat*, Smithsonian Books, 2003.
- Mel Steely, *The Gentleman from Georgia: The Biography of Newt Gingrich*, Mercer University Press, 2000.
- Denny Hastert, *Speaker: Lessons from Forty Years in Coaching and Politics*, Regnery, 2004.
- Charles Martin, *Healing America: The Life of Senate Majority Leader William H. Frist, M.D. and the Issues That Shape Our Times*, W Publishing Group, 2004.
- Trent Lott, *Herding Cats: A Life in Politics*, Regan Books, 2005.
- Randall Strahan, *Leading Representatives: The Agency of Leaders in the Politics of the U.S. House*, Johns Hopkins, 2007.
- Vincent Bzdek, *Woman of the House: The Rise of Nancy Pelosi*, Palgrave Macmillian, 2008.

(4) September 25

- The President as Lobbyist & Legislator.
- Required reading:
 - Sinclair, Chapter 12.
 - Smith, et al, Chapter 9.
 - CRS Report, “Veto Override Procedure in the House and Senate”, http://assets.opencrs.com/rpts/RS22654_20070430.pdf
 - CRS Report, “The Executive Office of the President: An Historical Overview”, <http://opencrs.com/search.php?cx=016765887464200141800%3A4mnbvxpbgx8&cof=FORID%3A11&q=98-606&sa=Go#147>
- Supplemental reading:
 - John H. Kessel, *Presidents, the Presidency, and the Political Environment*, CQ Press, 2001.
 - Mark A. Peterson, *Legislating Together: The White House and Capitol Hill From Eisenhower to Reagan*, Harvard, 1990.
 - Charles O. Jones, *Separate But Equal Branches: Congress and the Presidency*, Chatham House, 1995.
 - Kenneth E. Collier, *Between The Branches: The White House Office of Legislative Affairs*, University of Pittsburgh Press, 1997.
 - Thomas E. Cronin & Michael A. Genovese, *The Paradoxes of the American Presidency*, Oxford, 1998.

- Charles M. Cameron, *Veto Bargaining: Presidents and the Politics of Negative Power*, Cambridge, 2000.
- Bradley H. Patterson, Jr., *The White House Staff: Inside The West Wing And Beyond*, Brookings, 2000.
- Steven A. Shull & Thomas C. Shaw, *Explaining Congressional-Presidential Relations*, SUNY Press, 1999.
- Jon R. Bond & Richard Fleisher, editors, *Polarized Politics: Congress and the President in a Partisan Era*, CQ Press, 2000.
- Michael Nelson, Editor, *The Presidency and the Political System*, CQ Press, 2000.
- Phillip J. Cooper, *By Order of the President: The Use & Abuse of Executive Direct Action*, University of Kansas Press, 2002.
- Kenneth R. Mayer, *With The Stroke of a Pen: Executive Orders and Presidential Power*, Princeton University Press, 2001.
- Mark J. Rozell, *Executive Privilege: Presidential Power, Secrecy and Accountability*, 2nd Edition, University of Kansas Press, 2002.
- Robert M. Eisinger, *The Evolution of Presidential Polling*, Cambridge University Press, 2003.
- Andrew Rudalevige, *Managing The President's Program: Presidential Leadership and Legislative Policy Formulation*, Princeton University Press, 2002.
- Richard S. Conley, *The Presidency, Congress and Divided Government*, Texas A&M University Press, 2003.
- Martha Joynt Kumar & Terry Sullivan, *The White House World: Transitions, Organization, and Office Operations*, Texas A&M University Press, 2003.
- Diane J. Heith, *Polling To Govern: Public Opinion and Presidential Leadership*, Stanford Law and Politics, 2004.
- Gary L. Gregg II & Mark J. Rozell, *Considering the Bush Presidency*, Oxford University Press, 2004.
- George C. Edwards III & Philip John Davies, editors, *New Challenges For The American Presidency*, Pearson Longman, 2004.
- Joseph A. Pika & John Anthony Maltese, *The Politics of the Presidency*, 7th edition, CQ Press, 2008.
- Steven E. Schier, editor, *High Risk and Big Ambition: The Presidency of George W. Bush*, University of Pittsburgh Press, 2004.
- Mary E. Stuckey, *Defining Americans: The Presidency and National Identity*, University Press of Kansas, 2004.
- Charles O. Jones, *The Presidency in a Separated System*, 2nd Edition, Brookings Institution Press, 2005.
- Joel D. Aberbach & Mark A. Peterson, editors, *The Executive Branch*, Oxford University Press, 2005.
- Donald R. Kelley, editor, *Divided Power: The Presidency, Congress, and the Formation of American Foreign Policy*, University of Arkansas Press, 2005.
- Colin Campbell, Bert A. Rockman, & Andrew Rudalevige, editors, *The George W. Bush Legacy*, CQ Press, 2008.
- Martha Joynt Kumar, *Managing the President's Message: The White House Communications Operation*, Johns Hopkins University Press, 2007.

- William G. Howell & Jon C. Pevehouse, *While Dangers Gather: Congressional Checks on Presidential War Powers*, Princeton University Press, 2007.

(5) October 2

- Organized Interests in the United States.
- Required reading:
 - Nownes, Chapters 1-4.
 - Cigler & Loomis, Chapters 1, 6, & 10.
 - deKieffer, Chapters 6 & 12.
- Supplemental reading:
 - Allan J. Cigler & Burdett A. Loomis, *Interest Group Politics*, 1st--6th editions, CQ Press.
 - H. R. Mahood, *Interest Group Politics in America: A New Intensity*, Prentice Hall, 1990.
 - Mark P. Petracca, editor, *The Politics of Interests: Interest Groups Transformed*, Westview Press, 1992.
 - Jack L. Walker, Jr., *Mobilizing Interest Groups in America*, University of Michigan Press, 1991.
 - Jeffrey M. Berry, *The Interest Group Society*, 3rd edition, Longman, 1997.
 - Frank R. Baumgartner & Beth L. Leech, *Basic Interests: The Importance of Groups in Politics and in Political Science*, Princeton University Press, 1998.
 - William P. Browne, *Groups Interests, and U.S. Public Policy*, Georgetown University Press, 1998.
 - John C. Berg, editor, *Teamsters and Turtles? U.S. Progressive Political Movements in the 21st Century*, Rowman & Littlefield, 2003.
 - Scott H. Ainsworth, *Analyzing Interest Groups: Group Influence on People and Policies*, Norton, 2002.
 - Ollie A. Johnson III & Karin L. Stanford, editors, *Black Political Organizations in the Post-Civil Rights Era*, Rutgers University Press, 2002.
 - Christina Walbrecht & Rodney E. Hero, *The Politics of Democratic Inclusion*, Temple University Press, 2005.
 - David S. Meyer, Valerie Jenness, Helen Ingram, *Routing The Opposition: Social Movements, Public Policy, and Democracy*, University of Minnesota Press, 2005.

(6) October 9

- Talking Points paper due
- Interest Groups & Lobbying.
- Required reading:
 - Nownes, Chapter 5.
 - Cigler & Loomis, Chapters 2, 3, 4, 12, 18, & 19.
 - Smith, et al, Chapter 11.
 - “Interest Groups and Lobbyists: Sources of Information,” by Susan Watkins Greenfield, (CRS Report), http://www.opencrs.com/rpts/RS20725_20070205.pdf
 - Ben Adler, “Inside the Higher Ed Lobby”, <http://www.washingtonmonthly.com/features/2007/0709.adler.html>

- **“HHS Toned Down Breast-Feeding Ads”, by Marc Kaufman & Christopher Lee, http://www.washingtonpost.com/wp-dyn/content/article/2007/08/30/AR2007083002198_pf.html**
- Supplemental reading”
 - Bruce C. Wolpe & Bertram J. Levine, *Lobbying Congress: How the System Works*, 2nd edition, CQ Press, 1996.
 - Denton L. Watson, *Lion in the Lobby: Clarence Mitchell, Jr.’s Struggle for the Passage of Civil Rights Laws*, Morrow, 1990.
 - John Mark Hansen, *Gaining Access: Congress and the Farm Lobby, 1919-1981*, Chicago, 1991.
 - Taylor Branch, *Pillar of Fire: America in the King Years, 1963-65*, Simon & Schuster, 1998.
 - Allen D. Hertzke, *Representing God in Washington: The Role of Religious Lobbyists in the American Polity*, Tennessee, 1988.
 - Mitchell T. Maki, Harry H. L. Kitano, and S. Megan Berthold, *Achieving the Impossible Dream: How Japanese Americans Obtained Redress*, Illinois, 1999.
 - Mark A. Smith, *American Business and Political Power: Public Opinion, Elections, and Democracy*, University of Chicago Press, 2000.
 - Daniel S. Greenberg, *Science, Money, and Politics: Political Triumph and Ethical Erosion*, University of Chicago Press, 2001.
 - David C.D. Jacobs, *Business Lobbies and the Power Structure in America: Evidence and Arguments*, Quorum Books, 1999.
 - Daniel J.B. Hofrenning, *In Washington But Not Of It: The Prophetic Politics of Religious Lobbyists*, 1995.
 - John R. Wright, *Interest Groups & Congress: Lobbying, Contributions, and Influence*, Allyn and Bacon, 1996.
 - Jeffrey M. Berry, with David F. Arons, *A Voice For Nonprofits*, Brookings Institution Press, 2003.
 - Robert J. Duffy, *The Green Agenda in American Politics: New Strategies for the Twenty-First Century*, University Press of Kansas, 2003.
 - Elisabeth S. Clemens, *The People’s Lobby: Organizational Innovation and the Rise of Interest Group Politics in the United States, 1890-1925*, Chicago University Press, 1997.
 - Margaret Susan Thompson, *The “Spider Web”: Congress and Lobbying in the Age of Grant*, Cornell University Press, 1985.
 - Otto Lerbinger, *Corporate Public Affairs: Interacting With Interest Groups, Media, and Government*, Lawrence Erlbaum Associates, Publishers, 2006.
 - Matthew Continetti, *The K Street Gang: The Rise and Fall of the Republican Machine*, Doubleday, 2006.
 - John J. Mearsheimer & Stephen M. Walt, *The Israel Lobby and U.S. Foreign Policy*, Farrar, Straus & Giroux, 2007.
 - Willard C. Richan, *Lobbying for Social Change*, Third Edition, Haworth Press, 2006.

(7) October 16

- Lobbyists & Elections.
- Campaign Finance & Lobbying.
- Required reading:
 - Smith, et al., Chapter 3.
 - Cigler & Loomis, Chapters 5, 7, 8, & 9.
 - deKieffer, Chapter 13.
 - CRS Report, “Section 527 Political Organizations: Background and Issues for Federal Election and Tax Laws”,
http://www.opencrs.com/rpts/RL33888_20070221.pdf
- Supplemental reading:
 - Dan Clawson, Alan Neustadt, & Denise Scott, *Money Talks: Corporate PACs and Political Influence*, Basic Books, 1992.
 - Dan Clawson, Alan Neustadt, & Mark Weller, *Dollars And Votes: How Business Campaign Contributions Subvert Democracy*, Temple, 1998.
 - Robin Kolodny, *Pursuing Majorities: Congressional Campaign Committees in American Politics*, University of Oklahoma Press, 1998.
 - James A. Thurber, Editor, *The Battle for Congress: Consultants, Candidates, and Voters*, Brookings, 2001.
 - Norman Ornstein & Thomas Mann, *The Permanent Campaign and Its Future*, AEI/Brookings, 2000.
 - Gary C. Jacobson, *The Politics of Congressional Elections*, 5th edition, Addison Wesley Longman, 2001.
 - Colton E. Campbell & John F. Stack, Jr., *Congress and the Politics of Emerging Rights*, Rowman & Littlefield, 2002.
 - Peter L. Francia, John C. Green, Paul S. Herrnson, Lynda W. Powell, & Clyde Wilcox, editors, *The Financiers of Congressional Elections: Investors, Ideologues, and Intimates*, Columbia University Press, 2003.
 - Michael J. Malbin, editor, *Life After Reform: When the Bipartisan Campaign Reform Act Meets Politics*, Rowman & Littlefield, 2003.
 - Robert F. Bauer, *More Soft Money, Hard Law*, 2nd edition, Perkins Cole, 2004.
 - David B. Magleby & J. Quin Monson, editors, *The Last Hurrah: Soft Money and Issue Advocacy in the 2002 Congressional Elections*, Brookings Institution, 2004.
 - Melvin I. Urofsky, *Money & Free Speech: Campaign Finance Reform and the Courts*, University Press of Kansas, 2005.
 - David C.W. Parker, *The Power of Money in Congressional Campaigns, 1880-2006*, University of Oklahoma Press, 2008.
 - Richard M. Skinner, *More Than Money: Interest Group Action in Congressional Elections*, Rowman & Littlefield Publishers, 2006.
 - Marian Currinder, *Money in the House: Campaign Funds and Congressional Party Politics*, Westview Press, 2009.

(8) October 23

- e-Lobbying
- Regulation of Lobbying.

- Lobbying and the Congressional Budget Process
- Required reading:
 - Cigler & Loomis, Chapters 16 & 17.
 - Sinclair, Chapters 10 & 11.
 - Nownes, Chapter 6.
 - Smith et al, Chapter 12.
 - Public Law 110-81, “Honest Leadership and Open Government Act of 2007”.
 - H. Res. 6 (110th Congress).
 - CRS, “Congress and the Internet: Highlights”, (Order Code RL34148), <http://www.fas.org/sgp/crs/secretcy/RL34148.pdf>
 - CRS, “Pay-As-You-Go Procedures for Budget Enforcement”, (Order Code RL34300), http://assets.opencrs.com/rpts/RL34300_20071231.pdf
 - House Rules Committee website on Budget Process: www.rules.house.gov/archives/crs_reports.htm
 - Lobbying Disclosure Act Information, http://www.senate.gov/pagelayout/legislative/g_three_sections_with_teasers/lobbyingdisc.htm
 - “The Executive Budget Process Timetable,” by Bill Heniff, Jr., (CRS Report Order Code RS20152).
 - “Overview of the Congressional Budget Process,” by Bill Heniff, Jr., (CRS Report Order Code RS20368).
 - “Overview of the Authorization-Appropriation Process,” by Bill Heniff, Jr., (CRS Report Order Code RS20371).
 - “Functional Categories of the Federal Budget,” by Bill Heniff, Jr., (CRS Report Order Code 98-280 GOV).
 - “Lobbyists and Interest Groups: Sources of Information,” (CRS Report Order Code RS20725), <http://fpc.state.gov/documents/organization/61515.pdf>
 - GAO Report, “Federal Records: Agencies Face Challenges in Managing E-Mail” (GAO-08-699T) <http://www.gao.gov/new.items/d08699t.pdf>
 - Supplemental reading:
 - Daniel Bennett & Pam Fielding, *The Net Effect: How Cyberadvocacy is Changing the Political Landscape*, e-advocates Press, 1999.
 - C. Richard Neu, Robert H. Anderson, & Tora K. Bikson, *Sending Your Government a Message: E-mail Communication Between Citizens and Government*, Rand, 1999.
 - Elaine Ciulla Kamarck & Joseph S. Nye, Jr., Editors, *Governance.com: Democracy in the Information Age*, Brookings, 2002.
 - Bruce Bimber, *Information and American Democracy: Technology in the Evolution of Political Power*, Cambridge University Press, 2003.
 - Bruce Bimber & Richard Davis, *Campaigning Online: The Internet in U.S. Elections*, Oxford University Press, 2003.
 - James A. Thurber & Colton C. Campbell, *Congress and the Internet*, Prentice Hall, 2003.
 - Dennis W. Johnson, *Congress Online: Bridging the Gap Between Citizens and Their Representatives*, Routledge, 2004.

- Richard Davis, *Politics Online: Blogs, Chatrooms, and Discussion Groups in American Democracy*, Routledge, 2005.
- Richard Munson, *The Cardinals of Capitol Hill: The Men and Women Who Control Government Spending*, Grove Press, 1993.
- Daniel J. Palazzolo, *The Speaker and the Budget: Leadership in the Post-Reform House of Representatives*, Pittsburgh, 1992.
- Walter Williams, *Honest Numbers & Democracy: Social Policy Analysis in the White House, Congress, and the Federal Agencies*, Georgetown University Press, 1998.
- Louis Fisher, *Congressional Abdication on War & Spending*, Texas A&M Press, 2000.
- James D. Savage, *Funding Science in America: Congress, Universities, and the Politics of the Academic Pork Barrel*, Cambridge University Press, 1999.
- Glen S. Krutz, *Hitching A Ride: Omnibus Legislating in the U.S. Congress*, Ohio State University Press, 2001.
- Barry S. Reinquist & Thomas M. Carsey, *Congress and Defense Spending: The Distributive Politics of Military Procurement*, University of Oklahoma Press, 2002.
- Irene S. Rubin, *Balancing The Federal Budget: Trimming The Herds or Eating the Seed Corn?*, Chatham House/Seven Bridges Press, 2003.
- Shelley Lynne Tomkin, *Inside OMB: Politics and Process in the President's Budget Office*, M.E. Sharpe, 1998.
- Alice M. Rivlin & Isabel Sawhill, editors, *Restoring Fiscal Sanity: How to Balance the Budget*, Brookings Institution, 2004.
- Diana Evans, *Greasing The Wheels: Using Pork Barrel Projects to Build Majority Coalitions in Congress*, Cambridge University Press, 2004.

(9) October 30

- Congressional Committee Hearing Witness Preparation.
- Reading assignment:
- deKieffer, Chapter 8.
- “Hearings in the U.S. Senate: A Guide for Preparation and Procedure,” CRS Order Code RL30548, <http://www.lieberman.senate.gov/documents/crs/senatehearings.pdf>
- “Hearings in the House of Representations: A Guide for Preparation and Procedure,” CRS Order Code RL30539, <http://rules.house.gov/archives/RL30539.pdf>
- Supplemental reading:
- Tom Loftus, *The Art of Legislative Politics*, CQ Press, 1994.
- Marcia Avner, *The Lobbying and Advocacy Handbook for Nonprofit Organizations: Shaping Public Policy at the State and Local Level*, Amherst H. Wilder Foundation, 2002.
- “An Investigation of Allegations of Politicized Hiring by Monica Goodling and Other Staff in the Office of the Attorney General”, U.S. Department of Justice, Office of Professional Responsibility & Office of the Inspector General, July 28, 2008, <http://www.usdoj.gov/opr/goodling072408.pdf>

(10) November 6

- Lobbying the Senate Confirmation of Presidential Nominees.
- Key U.S. Supreme Court Cases, Congress, & Judicial Nominees.
- Required reading:
 - Cigler & Loomis, Chapter 15.
 - *Nominations:*
www.senate.gov/reference/reference_index_subjects/Legislation_and_the_Legislative_Process_vrd.htm
 - “Supreme Court Nominations Not Confirmed, 1789-2004,” CRS Report Order Code RL31171), http://digital.library.unt.edu/govdocs/crs//data/2005/upl-meta-crs-6922/RL31171_2005Mar21.pdf
 - “Supreme Court Nominations, 1789-2005: Actions by the Senate, the Judiciary Committee, and the President” CRS Report Order Code RL33225, http://digital.library.unt.edu/govdocs/crs//data/2006/upl-meta-crs-8125/RL33225_2006Jan05.pdf
- Supplemental Reading:
 - G. Calvin Mackenzie, editor, *Innocent Until Nominated: The Breakdown of the Presidential Appointments Process*, Brookings, 2001.
 - John Anthony Maltese, *The Selling of Supreme Court Nominees*, Johns Hopkins University Press, 1998.
 - Norman Vieira & Leonard Gross, *Supreme Court Appointments: Judge Bork and the Politicization of Senate Confirmations*, Southern Illinois University Press, 1998.
 - Michael Comiskey, *Seeking Justices: The Judging of Supreme Court Nominees*, University Press of Kansas, 2004.
 - Nancy Sherer, *Scoring Points: Politicians, Activists, and the Lower Federal Court Appointment Process*, Stanford University Press, 2005.
 - Patrick B. McGuigan & Dawn M. Weyrich, *Ninth Justice: The Fight for Bork*, Free Congress Research and Education Foundation, 1990.
 - Richard Davis, *Electing Justice: Fixing the Supreme Court Nomination Process*, Oxford University Press, 2005.
 - Henry J. Abraham, *Justices, Presidents, and Senators: A History of the U.S. Supreme Court Appointments from Washington to Clinton*, new and revised edition, Rowman & Littlefield, 1999.
 - John W. Dean, *The Rehnquist Choice*, Simon & Schuster, 2001.
 - John W. Johnson, *Griswold v. Connecticut: Birth Control and the Constitutional Right of Privacy*, University Press of Kansas, 2005.
 - N. E. H. Hull & Peter Charles Hoffer, *Roe v. Wade: The Abortion Rights Controversy in American History*, University Press of Kansas, 2001.
 - Robert Justin Goldstein, *Flag Burning & Free Speech: The Case Texas v. Johnson*, University Press of Kansas, 2000.
 - Robert M. Cottrol, Raymond T. Diamond, & Leland B. Ware, *Brown v. Board of Education*, University Press of Kansas, 2003.
 - Anita Miller, editor, *The Complete Transcripts of the Clarence Thomas—Anita Hill Hearings, October 11, 12, 13, 1991*, Academy Chicago Publishers, 1994.

- Patrick B. McGuigan & Dawn M. Weyrich, *Ninth Justice: The Fight for Bork*, Free Congress Research and Education Foundation, 1990.
- Mitchel A. Sollenberger, *The President Shall Nominate: How Congress Trumps Executive Power*, University Press of Kansas, 2008.

(11) November 13

- Grassroots Lobbying & Advocacy.
- Required reading:
 - Cigler & Loomis, Chapters 11, 13 & 14.
 - deKieffer, Chapters 7, 11, 15
 - Congressional Management Foundation Report (http://www.cmfweb.org/storage/cmfweb/documents/CMF_Pubs/communicatingwithcongress_report1.pdf).
- Supplemental reading:
 - Tom Adams, *Grass Roots: How Ordinary People Are Changing America*, Citadel Press, 1991.
 - Charles R. Morris, *The AARP: America's Most Powerful Lobby and the Clash of Generations*, Times Books, 1996.
 - Dale Van Atta, *Trust Betrayed: Inside The AARP*, Regnery, 1998.
 - Gaines M. Foster, *Moral Reconstruction: Christian Lobbyists and the Federal Legislation of Morality, 1865-1920*, University of North Carolina Press, 2002.
 - Stuart McConnel, *Glorious Contentment: The Grand Army of the Republic, 1865-1900*, Chapel Hill, 1992.
 - Sue E. S. Crawford & Laura R. Olson, editors, *Christian Clergy in American Politics*, Johns Hopkins University Press, 2001.
 - Lee Staples, *Roots to Power: A Manual For Grassroots Organizing*, 2nd edition, Praeger, 2004.

(12) November 20

- Day in the life of a lobbyist.
- Lobbying in the States
- Required reading:
 - deKieffer, Chapters 2, 3, 4, 5, 14, 16-19.
- Supplemental reading:
 - Brian E. Adams, *Citizen Lobbyists: Local Efforts To Influence Public Policy*, Temple University Press, 2007.
 - Shaun Bowler, Todd Donovan, & Caroline J. Tolbert, editors, *Citizens as Legislators: Direct Democracy in the United States*, Ohio State University Press, 1998.
- Ronald J. Hrebenaar & Clive S. Thomas, editors, *Interest Group Politics in the Southern States*, University of Alabama Press, 1992.
- Robert L. Guyer, *Guide To State Legislative Lobbying*, Engineering THE LAW, Inc., 2003.

(13) November 27 (Thanksgiving Holiday—No Class)

(13) December 4 (No Class)

(14) December 5

- Lobbying Memorandum due.

**Lobbying Strategy Memorandum
Required Format
5-6 Pages**

Memorandum

To: Julius W. Hobson, Jr.

From:

Subject:

Date:

Objective:

One sentence stating the overall objective of your lobbying strategy.

Background:

Provide some history and background on the subject matter, not to exceed 3-4 pages.

Strategy:

Describe a careful plan or method for achieving your objective.

Tactics:

Employing the means available to your association, organization, or firm to accomplish your objective.