

1. OPIS PREDMETA - OPĆE INFORMACIJE			
1.1. Nositelj predmeta	Igor Vidačak, Associate Professor	1.6. Godina studija	Third and Fourth
1.2. Naziv predmeta	Interest Groups and Lobbying in the European Union	1.7. Broj bodova po ECTS sustavu	5
1.3. Suradnici		1.8. Način izvođenja nastave (broj sati P + V + S + e-učenje)	30+30
1.4. Studijski program (preddiplomski, diplomski, integrirani, stručni)	Undergraduate	1.9. Očekivani broj studenata na predmetu	25
1.5. Status predmeta	Optional	1.10. Razina primjene e-učenja (1., 2., 3. razina), postotak izvođenja predmeta <i>on line</i> (maksimalno 20%)	2
2. OPIS PREDMETA			
2.1. Ciljevi predmeta	<p>The aim of this course is to enable students to get acquainted with the practice and theory of interest representation and lobbying in the European Union. In addition to introducing students with main theories and relevant research in the field of interest group politics, the course will offer the opportunity for improving understanding of various factors affecting the patterns of strategic behaviour or interest groups and differences in interest representation between organizational types, issues and countries.</p> <p>Besides, students will be able to explore the channels and techniques of influence of interest groups at various stages of the EU decision-making process. Moreover, throughout this course, students will be able to practice their argumentative and critical thinking skills through debates, role play, as well as development and presentation of individual projects related to self-researched hot EU policy issues. Finally, a more advance practical insights into the diversity of the EU interest groups scene and approaches to lobbying, as well as into the effectiveness of different influence seeking methods, will be made possible through (online) meetings/ discussions with experienced lobbyists, as well as speakers from the EU institutions.</p>		
2.2. Uvjeti za upis predmeta ili ulazne kompetencije koje su potrebne za predmet	This optional course is intended for students of the undergraduate programmes in Political Science who have a good command of English language, in which the course is taught.		
2.3. Ishodi učenja na razini programa kojima predmet pridonosi	<p>The course will contribute to the following learning outcomes expected at the level of undergraduate, bachelor degree programme:</p> <ul style="list-style-type: none"> ▪ students will be able to conduct basis analysis of European Union policies, institutions and various European integration related problems, and use the acquired knowledge and experience to practice active citizenship and participate in building of the common European political space ▪ students will be able to place particular problems of the European Union within the political science as a whole, but also to connect them with the structures of the relevant sub-disciplines ▪ students will demonstrate the ability of independent critical thinking and arguing about the current political institutions, politics 		

	and policies, as well as the basic problem solving abilities in a political science manner.
2.4. Očekivani ishodi učenja na razini predmeta (3-10 ishoda učenja)	<p>After the completion of the course students will be able to demonstrate:</p> <ul style="list-style-type: none"> ▪ understanding of the main theoretical approaches to studying interest groups and lobbying in the European Union ▪ knowledge of the predominant channels and techniques of influence of interest groups at various stages of the EU decision-making process ▪ informed appreciation of the EU institutions' policy towards interest groups, including conceptual dilemmas related to the regulation and ethics of lobbying at the EU level ▪ ability of critical analysis of factors explaining the mobilisation and political behaviour of different interest groups in the EU policy making context ▪ capacity to design and implement a strategic lobbying plan for an identified cause (as a project based exercise on behalf of a specific organisation that requires advanced knowledge of EU decision-making procedures, as well as application of relevant tools for problem and stakeholder analysis, internal organisational analysis, but also deep understanding of strategic communication dynamics)
2.5. Sadržaj predmeta	<p><u>Week 1 - Introduction to the course: Why? How? What?</u></p> <ul style="list-style-type: none"> ▪ Introducing the course aims, requirements, assignments, marking criteria, structure ▪ Setting out the context – understanding the relevance of the course topics ▪ Defining interest groups and lobbying – main conceptual dilemmas <p><u>Required reading</u></p> <p>Baroni, L., Carroll, B., William Chalmers, A. et al. (2014) Defining and classifying interest groups, Interest Groups and Advocacy, 3, Pages: 141–159</p> <p><u>Additional reading</u></p> <p>Yoho, J. (1988) The evolution of a better definition of “interest group” and its synonyms, The Social Science Journal, Volume 35, Issue 2, Pages 231-243</p> <p><u>Week 2 – Main theoretical approaches to studying interest groups and lobbying in the EU</u></p> <ul style="list-style-type: none"> ▪ Discussing the importance of interest groups in politics and political science ▪ Understanding the logic of collective action: overview of theory and disciplinary history

- Prevailing theoretical and research puzzles in studying interest groups and lobbying in the EU

Required reading

Beyers, J., Eising, R. & Maloney, W. (2008) Researching Interest Group Politics in Europe and Elsewhere: Much We Study, Little We Know?, *West European Politics*, 31:6, Pages: **1103-1128**

Additional reading

Bunea, A. & Baumgartner, F.R. (2014): The state of the discipline: authorship, research designs, and citation patterns in studies of EU interest groups and lobbying, *Journal of European Public Policy*, Pages **1412-1434**

Baumgartner, F.R. & Leech, B.L. (1998) *Basic Interests : The Importance of Groups in Politics and in Political Science*, Princeton University Press, Princeton, N.J., Chapter 3, Pages: **44-82**

Olson, M. (1993) *The Logic of Collective Action*. Richardson, J.J. (ed) *Pressure Groups*, Oxford University Press, USA, Pages: **23-37**

Week 3 – Evolution of the EU institutions' policies towards interest groups and lobbyists

- European Commission, European Parliament and Council of the EU – historical overview of relations with interest groups
- EU democratic deficit, accountability, legitimacy
- Inter-institutional agreements, Better regulation framework, EU Transparency register, European citizen initiative

Required reading

Eising, R. (2008) Interest groups in EU policy-making, *Living Reviews in European Governance*, Vol. 3, (2008), No. 4., Pages **4-23**

Additional reading

Greenwood, J (2014) Interest Groups and Patterns of Lobbying in Brussels, in J Magone (eds.) *Handbook of European Politics* (London: Routledge), chapter 43, Pages: **793-806**

Woll, C. (2006) Lobbying in the European Union: From Sui Generis to a Comparative Perspective, *Journal of European Public Policy*, 13(3), Pages: **456-469**

Schmidt, V. (2012). Democracy and Legitimacy in the European Union Revisited: Input, Output and 'Throughput'. Political Studies, Vol. 61, Pages: **2-22**

Week 4 – Understanding EU decision-making procedures and key institutional access points and channels of influence

- Overview of key stages in the ordinary legislative procedure in the EU and role of key institutions
- Comitology

Required reading

Burns, C., Rasmussen, A. & Reh, C. (2013) Legislative codecision and its impact on the political system of the European Union, Journal of European Public Policy, 20:7, Pages: **941-952**

Additional reading

Nørgaard, R.W., Nedergaard, P. & Blom-Hansen, J. (2014) Lobbying in the EU Comitology System, Journal of European Integration, 36:5, Pages: **491-507**

Coen, D. & Katsaitis, A. (2017) Parliamentary Procedures & Interest Group Mobilization: Evidence from the European Parliament's Committees, EUI Working Paper (Max Weber Programme), MWB 2017/16, Pages: **1-11**

Roederer-Rynning, C. & Greenwood, J. (2015) The culture of trilogues, Journal of European Public Policy, 22:8, Pages: **1148-1165**

Week 5 – Visit to European Commission/European Parliament Representation Offices premises (or video conference with EC/EP representatives)

- Debate on the contribution of interest groups and lobbyists to EU policy-making

Week 6 – Key factors affecting the environment for EU interest groups lobbying

- Key phases in the development of the EU lobbyists scene in Brussels
- Particularities of different categories of the EU interest groups population (by domain, country of origin, etc.)

Required reading

Klüver, H., Braun, C. & Beyers, J. (2015) Legislative lobbying in context: towards a conceptual framework of interest group lobbying in the European Union, Journal of European Public Policy, 22:4, Pages: **447-461**

Additional reading

Eising, R. (2007) Institutional context, organizational resources and strategic choices: explaining interest group access in the European Union, European Union Politics 8(3), Pages: **329-362**

Rasmussen, A. & Carroll, B.J. (2013) Determinants of Upper-Class Dominance in the Heavenly Chorus: Lessons from European Union Online Consultations. British Journal of Political Science, 44(2), Pages: **445-459**

Chalmers, A.W. (2013) Trading information for access: informational lobbying strategies and interest group access to the European Union, Journal of European Public Policy, 20:1, Pages: **39-58**

Week 7 – Business interests and corporate lobbying in the EU

- Theory of „access goods“ as a way of understanding the access of corporate, business interests to EU decision-makers
- Resource dependence; trends of „revolving doors“; variance in business lobbying along policy process and issue

Required reading

Bouwen, P. (2002) 'Corporate lobbying in the European Union: the logic of access', Journal of European Public Policy 9(3): Pages: **365–390**

Additional reading

Hanegraaff, M. & Berkhout, J. (2019) More business as usual? Explaining business bias across issues and institutions in the European Union, Journal of European Public Policy, 26:6, Pages: **843-862**

Bernhagen, P. and Mitchell, N.J. (2009), The Determinants of Direct Corporate Lobbying in the European Union, European Union Politics 2009, Volume 10 (2), Pages: **155–176**

Dür, A., Bernhagen, P. and Marshall, D. (2015) Interest group success in the European Union: When (and why) does business lose?

Comparative Political Studies 48(8), Pages: **951–983**

Week 8 - Civil society organisations/NGOs in the EU policy making

- Ambiguity of the concept of civil society in the EU institutional and political discourses
- Contributions and limitations of the role of European CSOs in the EU governance structures
- Challenges and opportunities of lobbying for social change

Required reading

Kohler-Koch, B (2010) 'Civil society and EU democracy: 'astroturf' representation?' Journal of European Public Policy 17 (1), Pages **100-116**

Additional reading

Mahoney, C. and Beckstrand, M. (2011) 'Following the money: EU funding of civil society organizations', Journal of Common Market Studies 49(6), Pages: **1339-1361**

Smismans, S. (2003). European Civil Society: Shaped by Discourses and Institutional Interests. European Law Journal. Vol 9, No4; Pages: **473-495**.

Greenwood, J. (2017) Organized Civil Society and European Integration (Chapter 8), in 'Interest Representation in the European Union', Palgrave, Pages: **193-222**

Week 9 – Strategies and techniques of influence of interest groups in the EU

- Overview of predominant direct and indirect EU lobbying techniques with case studies
- Use of media and social networks in lobbying strategies
- Detailed introduction to the methodology for developing a strategic lobbying plan for an identified cause (as a project based exercise on behalf of a specific organisation/interest group in the EU)

Required reading

De Bruycker, I., & Beyers, J. (2019). Lobbying strategies and success: Inside and outside lobbying in European Union legislative

politics. European Political Science Review, 11(1), Pages: **57-74**

Additional reading

Klüver, H., Mahoney, C. and Opper, M. (2015) 'Framing in context: how interest groups employ framing to lobby the European Commission', Journal of European Public Policy, Vol. 22 (4), Pages: **481-498**

Leuffen, D., Malang, T. and Wörle, S. (2014) 'Structure, capacity or power? Explaining salience in EU decision-making', Journal of Common Market Studies, 52(3), Pages: **616-631**

Fink-Hafner, D., Hafner-Fink, M., Novak, M., Rozbicka, P., Eising, R., Rasch, D. (2015) The lobbying strategies of interest groups in EU policy making: a comparative perspective, Paper prepared for ICPP- International Conference in Public Policy, Milan, Italy, 4.-6. July 2015, Pages: **1-21**

Week 10 - Measuring influence of interest groups in the EU

- Main methodological approaches to measuring influence of interest groups
- Pros and cons of different methods, challenges of data collection

Required reading:

Dür, A. (2008). Measuring Interest Group Influence in the EU: A Note on Methodology. European Union Politics, 9(4), Pages: **559-576**

Additional reading

Klüver, H. (2009) 'Measuring interest group influence using quantitative text analysis', European Union Politics 10(4), Pages: **535-549**

Lowery, D. (2013) Lobbying influence: Meaning, measurement and missing. Interest Groups and Advocacy, 2, Pages: **1-26**

Dür, A. (2008). Interest Groups in the European Union: How Powerful Are They?. West European Politics. 31, Pages **1212-1230**

Week 11 - Regulation and ethics of lobbying in the EU

- Trends of regulating lobbying in the EU
- EU vs US approaches to regulating lobbying
- Comparison of models of regulation of lobbying in EU member states

Required reading

Bunea, A. (2019) Regulating European Union lobbying: in whose interest?, Journal of European Public Policy, 26:11, Pages: **1579-1599**

Additional reading

Crepaz, M. (2017) Why do we have lobbying rules? Investigating the introduction of lobbying laws in EU and OECD member states. Interest Groups and Advocacy 6, Pages: **231–252**

Năstase, A. & Muurmans, C. (2018) Regulating lobbying activities in the European Union: A voluntary club perspective, Regulation & Governance, Pages: **1-22**

Week 12 - The profession of lobbying in the EU

Guest speaker – professional lobbyist - member of EU professional lobbyists association. Discussion on past, present and future of lobbying profession in the EU, career development prospects, required skills and competences.

Required reading:

McGrath, C. (2005) Towards a lobbying profession: developing the industry's reputation, education and representation. Journal of Public Affairs, 5(2), Pages: **124–135**

Additional reading:

Berry S. (1993) The rise of the professional lobbyist: a cause for concern? Political Quarterly 64: Pages: **344 –351**

McGrath, C. (2015) Learning to lobby, Interest Groups and Advocacy 4, Pages: **1–6**

	<p><u>Week 13 – Simulation (role play) – group exercise - Preparing and implementing lobbying campaign in the EU</u></p> <p>Background research documents handed out in class – use of computers permitted; case study: NGO and business lobbies, European Commission; Students to prepare short position papers, negotiate/build coalitions and advocate their cause at plenary session.</p> <p><u>Week 14 – Providing feedback on submitted individual projects (strategic lobbying plans)</u></p> <p><u>Week 15 – Written exam</u></p>								
2.6. Vrste izvođenja nastave:	<input checked="" type="checkbox"/> predavanja <input checked="" type="checkbox"/> seminari i radionice <input type="checkbox"/> vježbe <input type="checkbox"/> on line u cijelosti <input checked="" type="checkbox"/> mješovito e-učenje <input type="checkbox"/> terenska nastava			<input type="checkbox"/> samostalni zadaci <input type="checkbox"/> multimedija i mreža <input type="checkbox"/> laboratorij <input type="checkbox"/> mentorski rad <input checked="" type="checkbox"/> projekt (ostalo upisati)			2.7. Komentari:		
							Final course grade is based on the following components and weightings: 1. Participation in class discussion – 10% of the final grade 2. Individual project – 30% of the final grade 3. Final written exam – 60% of the final grade		
2.8. Obveze studenata	<p><u>Attendance:</u> Students are required to attend the classes (lectures and seminars) and up to 4 absences will be tolerated</p> <p><u>Participation in Class Discussion:</u> Students are expected to read the seminar assignments and participate in the seminar discussion, including group work assignments.</p> <p><u>Individual project:</u> All students are obliged to prepare individual project (strategic EU lobbying plan for an identified cause - on behalf of a specific organisation that requires advanced knowledge of EU decision-making procedures)</p> <p><u>Final written exam:</u> The obligatory final written exam will assess students' understanding of the broader picture and of the general themes and ideas covered in the course.</p>								
2.9. Praćenje rada studenata	Pohađanje nastave	DA	NE	Projekt	DA	NE	Pismeni ispit	DA	NE
	Eksperimentalni rad	DA	NE	Istraživanje	DA	NE	Usmeni ispit	DA	NE
	Esej	DA	NE	Referat	DA	NE	(ostalo upisati)	DA	NE
	Kolokvij	DA	NE	Seminarski rad	DA	NE	(ostalo upisati)	DA	NE
		DA	NE	Praktični rad	DA	NE	Broj bodova po ECTS	5	

							sustavu (ukupno)	
	Naslov						Dostupnost u knjižnici	Dostupnost putem ostalih medija
2.10. Obvezna literatura (dostupna u knjižnici i/ili na drugi način)	<ul style="list-style-type: none"> Baroni, L., Carroll, B., William Chalmers, A. et al. (2014) Defining and classifying interest groups, Interest Groups and Advocacy, 3, Pages: 141–159 Beyers, J., Eising, R. & Maloney, W. (2008) Researching Interest Group Politics in Europe and Elsewhere: Much We Study, Little We Know?, West European Politics, 31:6, Pages: 1103-1128 Bouwen, P. (2002) 'Corporate lobbying in the European Union: the logic of access', Journal of European Public Policy 9(3): Pages: 365–390 Bunea, A. (2019) Regulating European Union lobbying: in whose interest?, Journal of European Public Policy, 26:11, Pages: 1579-1599 Burns, C., Rasmussen, A. & Reh, C. (2013) Legislative codecision and its impact on the political system of the European Union, Journal of European Public Policy, 20:7, Pages: 941-952 De Bruycker, I., & Beyers, J. (2019). Lobbying strategies and success: Inside and outside lobbying in European Union legislative politics. European Political Science Review, 11(1), Pages: 57-74 Dür, A. (2008). Measuring Interest Group Influence in the EU: A Note on Methodology. European Union Politics, 9(4), Pages: 559–576 Eising, R. (2008) Interest groups in EU policy-making, Living Reviews in European Governance, Vol. 3, (2008), No. 4., Pages 4-23 Klüver, H., Braun, C. & Beyers, J. (2015) Legislative lobbying in context: towards a conceptual framework of interest group lobbying in the European Union, Journal of European Public Policy, 22:4, Pages: 447-461 Kohler-Koch, B (2010) 'Civil society and EU democracy: 'astroturf' representation?' Journal of European Public Policy 17 (1), Pages 100-116 McGrath, C. (2005) Towards a lobbying profession: developing the industry's reputation, education and representation. Journal of Public Affairs, 5(2), Pages: 124–135 							Available on Intranet
2.11. Dopunska literatura (navesti naslov)	<p>Additional (recommended) reading is listed in weekly sessions' reading lists (and will be made available on Intranet)</p> <ul style="list-style-type: none"> Baumgartner, F.R. & Leech, B.L. (1998) Basic Interests : The Importance of Groups in Politics and in Political Science, Princeton University Press, Princeton, N.J., Chapter 3, Pages: 44-82 Bernhagen, P. and Mitchell, N.J. (2009), The Determinants of Direct Corporate Lobbying in the European Union, European Union Politics 2009, Volume 10 (2), Pages: 155–176 Berry S. (1993) The rise of the professional lobbyist: a cause for concern? Political Quarterly 64: Pages: 344 –351 							

- Bunea, A. & Baumgartner, F.R. (2014): The state of the discipline: authorship, research designs, and citation patterns in studies of EU interest groups and lobbying, *Journal of European Public Policy*, Pages **1412-1434**
- Chalmers, A.W. (2013) Trading information for access: informational lobbying strategies and interest group access to the European Union, *Journal of European Public Policy*, 20:1, Pages: **39-58**
- Coen, D. & Katsaitis, A. (2017) Parliamentary Procedures & Interest Group Mobilization: Evidence from the European Parliament's Committees, *EUI Working Paper (Max Weber Programme)*, MWB 2017/16, Pages: **1-11**
- Crepaz, M. (2017) Why do we have lobbying rules? Investigating the introduction of lobbying laws in EU and OECD member states. *Interest Groups and Advocacy* 6, Pages: **231-252**
- Dür, A. (2008). Interest Groups in the European Union: How Powerful Are They?. *West European Politics*. 31, Pages **1212-1230**
- Dür, A., Bernhagen, P. and Marshall, D. (2015) Interest group success in the European Union: When (and why) does business lose? *Comparative Political Studies* 48(8), Pages: **951-983**
- Eising, R. (2007) Institutional context, organizational resources and strategic choices: explaining interest group access in the European Union, *European Union Politics* 8(3), Pages: **329-362**
- Fink-Hafner, D., Hafner-Fink, M., Novak, M., Rozbicka, P., Eising, R., Rasch, D. (2015) The lobbying strategies of interest groups in EU policy making: a comparative perspective, Paper prepared for ICPP- International Conference in Public Policy, Milan, Italy, 4.-6. July 2015, Pages: **1-21**
- Greenwood, J (2014) Interest Groups and Patterns of Lobbying in Brussels, in J Magone (eds.) *Handbook of European Politics* (London: Routledge), chapter 43, Pages: **793-806**
- Greenwood, J. (2017) Organized Civil Society and European Integration (Chapter 8), in 'Interest Representation in the European Union', Palgrave, Pages: **193-222**
- Hanegraaff, M. & Berkhout, J. (2019) More business as usual? Explaining business bias across issues and institutions in the European Union, *Journal of European Public Policy*, 26:6, Pages: **843-862**
- Klüver, H. (2009) 'Measuring interest group influence using quantitative text analysis', *European Union Politics* 10(4), Pages: **535-549**
- Klüver, H., Mahoney, C. and Opper, M. (2015) 'Framing in context: how interest groups employ framing to lobby the European Commission', *Journal of European Public Policy*, Vol. 22 (4), Pages: **481-498**
- Leuffen, D., Malang, T. and Wörle, S. (2014) 'Structure, capacity or power? Explaining salience in EU decision-making', *Journal of Common Market Studies*, 52(3), Pages: **616-631**
- Lowery, D. (2013) Lobbying influence: Meaning, measurement and missing. *Interest Groups and Advocacy*, 2, Pages: **1-26**
- Mahoney, C. and Beckstrand, M. (2011) 'Following the money: EU funding of civil society organizations', *Journal of Common Market Studies* 49(6), Pages: **1339-1361**
- McGrath, C. (2015) Learning to lobby, *Interest Groups and Advocacy* 4, Pages: **1-6**
- Năstase, A. & Muurmans, C. (2018) Regulating lobbying activities in the European Union: A voluntary club perspective, *Regulation & Governance*, Pages: **1-22**
- Nørgaard, R.W., Nedergaard, P. & Blom-Hansen, J. (2014) Lobbying in the EU Comitology System, *Journal of European Integration*, 36:5, Pages: **491-507**
- Olson, M. (1993) *The Logic of Collective Action*. Richardson, J.J. (ed) *Pressure Groups*, Oxford University Press, USA, Pages: **23-37**

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| | <ul style="list-style-type: none"> ▪ Roederer-Rynning, C. & Greenwood, J. (2015) The culture of trilogues, <i>Journal of European Public Policy</i>, 22:8, Pages: 1148-1165 ▪ Rasmussen, A. & Carroll, B.J. (2013) Determinants of Upper-Class Dominance in the Heavenly Chorus: Lessons from European Union Online Consultations. <i>British Journal of Political Science</i>, 44(2), Pages: 445-459 ▪ Smismans, S. (2003). European Civil Society: Shaped by Discourses and Institutional Interests. <i>European Law Journal</i>. Vol 9, No4; Pages: 473-495. ▪ Schmidt, V. (2012). Democracy and Legitimacy in the European Union Revisited: Input, Output and 'Throughput'. <i>Political Studies</i>, Vol. 61, Pages: 2-22 ▪ Woll, C. (2006) Lobbying in the European Union: From Sui Generis to a Comparative Perspective, <i>Journal of European Public Policy</i>, 13(3), Pages: 456-469 ▪ Yoho, J. (1988) The evolution of a better definition of "interest group" and its synonyms, <i>The Social Science Journal</i>, Volume 35, Issue 2, Pages 231-243 |
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