



APPLIES TO ACADEMIC YEAR 2003/2004

GRA 5913 The EU and the Firm: Lobbying

Program

N/A

Responsible for the course

Nick Sitter

Department

Public Governance

Term

According to study plan

ECTS Credits

6

This is the School's second of three more advanced European Union course. It requires some previous knowledge of the European Union, by way at least one of GRA 5912 *the New Europe: EU Institutions and the Single Market* or GRA 5915 *EU Policy: Competition Policy and Regulation*. Exceptions can be made on a case-by-case basis, particularly for students that have attended equivalent courses elsewhere. The course may be taken as one of four courses in the Minor on the European Union. The focus is on lobbying in the EU.

Objective

This course assumes some knowledge of the workings of the European Union, and provides in-depth analysis of the EU from a 'firms-eye' perspective with particular focus on lobbying in Europe. It covers financial and political risk analysis in the context of the Single Market and European integration, and includes case studies in company strategy and decision-shaping. While the central focus is on the firm and industry interests, other actors that lobby the EU system are covered including interest groups, NGOs, regions and states (including Norway as a lobbyist). The course analyses lobbying compared to other theories of corporate interest representation (corporatism), addressing the uniqueness and specifics of lobbying as such as well as the particulars of lobbying in the context of the relatively open European Union system. Evaluation is by way of individual research papers and assessment based on in-class presentations. The course is designed as a component in the four-course EU Minor, which includes the introductory course on EU Institutions & the Single European Market and advanced courses on EU policy & regulation and the European Economic Area & Enlargement, but it may be taken as a stand-alone course.

Prerequisites

The course assumes some knowledge of the workings of the EU through GRA 5912 *the New Europe: EU Institutions and the Single Market*, GRA 5915 *EU Policy: Competition Policy and Regulation* or a similar course. Students without this background may exceptionally be admitted

Compulsory literature

Schendelen, Rinus van. 2002. *Machiavelli in Brussels: The Art of Lobbying the EU*.

Amsterdam: Amsterdam University Press.

Greenwood, Justin. 2003. *Interest representing in the European Union*. London: Macmillan Palgrave.

Compendium of Recent Journal Articles

Recommended literature

Andersen, Svein S. and Kjell A. Eliassen, eds. 2001. *Making policy in Europe: The Europeanization of National Policy-Making*. 2nd ed., London: Sage.

Bomborg, Elizabeth and Alexander Stubb, eds. 2002. *The European Union: How Does it Work?* Oxford: Oxford University Press.

Peterson, John and Elizabeth Bomborg. 1999. *Decision-Making in the European Union*. Houndsmills: Macmillan Palgrave.

Pedler, Robin H, ed. 2002. *European Union Lobbying*. Basingstoke: Palgrave.

Richardson, Jeremy J., ed. 2001. *The European Union: Power and Policy-Making*. London: Routledge.

John, S., ed. - Forthcoming edited volume on lobbying.

Course outline

The course is designed to provide students with tools and frameworks for analysing and developing strategies for lobbying in the European Union. The seminar topics include decision making and apaches to lobbying, financial and political risk analysis, and case studies

Computer-based tools

None

Course structure

36 hours

Evaluation

Individual research papers and in-class assessment

Evaluation code(s)

GRA 59131 (100%)

Aids at the examination

All

Makeup exam

Nest time the course is offered