

Political Science 3170
Interest Group Politics and Lobbying
Midterm Study Guide
Spring, 2006

I. Short Answer Questions from lectures and Hrebenar book.

- a. What is important about IRS Code 501 3 C?
- b. Why do Americans seem to be more interested in group politics than other nationalities?
- c. What are the major characteristics of groups in America?
- d. Wave patterns of group formation and why?
- e. Disturbance theory?
- f. Entrepreneurial theory?
- g. How group theory fits with elite and pluralist theories of politics.
- h. The key elements of exchange theory.
- i. Olson's rational man and its implications for interest group leadership.
- j. The upper class bias of interest group membership.
- k. The importance of democracy inside interest groups.
- l. Why are purposive organizations so vulnerable?
- m. What is market share important to interest groups?
- n. What is the rating game?
- o. What are access creating activities?
- p. When does violence work as a tactic?
- q. What does grass roots lobbying mean and what are its advantages and disadvantages?
- r. What is good will, offensive, and defensive media lobbying?
- s. What are PACS and how are they used?
- t. Know what initiatives and referenda are and how they are used by groups?
- u. Explain Michael's Iron Law of Oligarchy regarding IG staff/leadership

II. Questions from the Cigler book readings

1. Loomis and Cigler: What have been the major changes in IG politics? What forces have contributed to the growth of IG politics?
2. Cigler and Joslyn: So does IG participation contribute to "social capital"? How?
3. Patterson: Why is the divisions within the NRA important for leadership decision making?
4. Casamayou: What does the breast Cancer advocacy tell us about entrepreneurialism?
5. Bosso: What can an IG do to use the internet in their advocacy?
6. Conway: According to the authors, is there a potential "money" reform that might work?
7. Dwyre: What does she suggest is the possible impact of Issue Advocacy ads in campaigns?
8. Guth: Why does religious group mobilization favor the GOP?
9. Loomis: How does the post-reform era in Congress differ from the immediate preceding era?
10. Godwin: What do corporations want from government?
11. Kersh: How does Kersh support the idea that lobbyists have their own interests to pursue?
12. Brown: What is advertorial lobbying?
13. Leech: What are the key elements of re-definition of issues?
14. Hart: Why did "high tech" finally come to Washington, DC?

III. Questions from the Rosenthal book

- A. What are the advantages of hiring a contract lobbyist?
- B. What are the career paths of contract lobbyists?
- C. Why do corporation executives "need" professional lobbyists?
- D. How has the environment of state level lobbying changed in recent years?
- E. What are the key elements of relation building by lobbyists?

- F. What does Rosenthal say are the key elements for successful lobbyist-legislator relationships?
- G. How has public campaign finance developed in the states?
- H. Does money talk in terms of interest group success?
- I. What are the basic rules of coalition building?
- J. What are the basic principles of direct lobbying?

II. Essay question:

Know the way organizational resources can be converted or contribute to successful lobbying by an organization. Know the strategies and tactics of the lobbying game and be able to construct a reasonable "battle plan" appropriate for one of several groups given to you in the essay question.

Note of warning! You may have noticed that the Cigler book has nice little abstracts at the beginning of each reading. Do not think you can answer any of the questions in the Cigler section with information just from the abstract. Read the chapter and extract supporting information to answer the question. I will draw questions from Hrebenar book, lectures, Cigler and Rosenthal. to make up the 8 questions on the short answer section of the exam.

BRING A CLEAN BLUE EXAMINATION BOOK TO THE EXAM