



Course syllabus

1. Information about the program

1.1 Higher Education Institution	Babeş-Bolyai University
1.2 Faculty	European Studies
1.3 Department	European Studies and Governance
1.4 Field of study	International Relations and European Studies
1.5 Study level	Bachelor
1.6 Programme of study/ Qualification	International Relations and European Studies (English line of study)

2. Information about the discipline

2.1 Title	Lobbying and interest groups						
2.2 Course holder	Lecturer PhD. Miruna Balosin						
2.3 Seminar holder	Lecturer PhD. Miruna Balosin						
2.4 Year of study	III	2.5 Semester	6	2.6. Type of assessment ¹	E	2.7 Type of module ²	OP

3. Total estimated time (teaching hours per semester)

3.1 No. of hours per week	4	3.2 of which for course	2	3.3 of which for seminar	2
3.4 Total no. of hours in the curriculum	48	3.5 of which for course	24	3.6 of which for seminar	24
Time distribution:					Hours
Study by using handbook, reader, bibliography and course notes					18
Additional library/specialised online research, field research					12
Preparation of seminars/laboratories, homework, projects, portfolios and essays					16
Tutoring					0
Examinations					2
Other activities:					4
3.7 Total no. of hours for individual study			52		
3.8 Total no. of hours per semester			100		
3.9 No. of ETCS credit points			4		

4. Prerequisites (where applicable)

4.1 of curriculum	❖
4.2 of competencies	❖ English Language: B2- Level;

5. Conditions (where applicable)

5.1 For the development of the course	❖ Access to online platforms (Zoom; Google Meet, etc.), if necessary; projector
5.2 For the development of the seminar/laboratory	❖ Access to online platforms (Zoom; Google Meet, etc.), if necessary; projector

¹ E - exam, ME - multi-term examinations, C - collocutional examination/assessment test

² OB - core module, OP - elective module, F - extracurricular module



6. Specific skills acquired

Professional skills	<ul style="list-style-type: none"> ❖ C1.1 Detailed knowledge of interest representation, lobbying and lobbying strategies carried out by interest groups ❖ C1.2. To understand how lobbying and advocacy impact policy making; to understand the regulatory environment that surrounds lobbying and advocacy ❖ C2.3 To write a concrete lobbying strategy and reproduce the lobbying process; to participate in empirically and theoretically informed debates on the EU and lobbying
Interdisciplinary skills	<p>CT1; CT2</p> <ul style="list-style-type: none"> ❖ Management of information specific to solving complex tasks in context (reception, transmission, processing, stocking information in profile documents) ❖ Application of effective work techniques in multidisciplinary teamwork corresponding to various hierarchical levels

7. Course objectives (based on list of acquired skills)

7.1 General objective	<ul style="list-style-type: none"> ❖ Detailed knowledge of interest representation, lobbying and lobbying strategies carried out by non-state actors
7.2 Specific objectives	<ul style="list-style-type: none"> ❖ Good understanding of the lobbying process ❖ Expertise in using key terms and concepts associated with EU institutions and interest groups ❖ To write a concrete lobbying strategy and reproduce the lobbying process

8. Contents

8.1 Course	Teaching methods	Observations
1. Introductory notions, explanation of basic terminology. Provision of students with requirements for the lecture and seminar and organisational details	Interactive presentation	
2. The importance of interest representation	Interactive presentation	
3. Instruments of interest representation (actors, strategies, procedures, regulations)	Interactive presentation	
4. The design and effects of interest groups	Interactive presentation	
5. Lobbying vs. Advocacy – „The Golden Rules”.	Interactive presentation	



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6. US lobbying vs. EU lobbying. Models of relevant campaigns	Interactive presentation	
7. Lobbying and interest groups in the European public space	Interactive presentation	
8. EU institutions and lobbying: access points and interest groups – European Commission.	Interactive presentation	
9. EU institutions and lobbying: access points and interest groups – European Parliament.	Interactive presentation	
10. The Transparency Register.	Interactive presentation	
11. Lobbying activities in Romania. Being a lobbyist in Romania (special guest)	Interactive presentation/Debate	
12. Conclusions		



Bibliography:

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2. Baroni, Laura, Brendan J., Carroll, Adam, William Chalmers, Luz Maria Muñoz Marquez and Anne Rasmussen (2014), 'Defining and classifying interest groups', *Interest Groups & Advocacy*, 3(2): 141-159
3. Baumgartner, R. Frank (2007), 'EU Lobbying: A View from the US', *Journal of European Public Policy*, 14:3, 482- 488, DOI: 10.1080/13501760701243830.
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Official websites:

- <https://ec.europa.eu/transparencyregister/public/homePage.do>
- <https://lobbyfacts.eu/>
- <https://www.lobbycontrol.de/>
- <https://corporateeurope.org/en>

8.2 Seminar/Laboratory	Teaching methods	Observations
<ul style="list-style-type: none"> • The seminar is complementary to the course. • The students will deliver a group project on a chosen lobbying campaign and prove their understanding of the structure, role and importance in the current context. 	<ul style="list-style-type: none"> • Case study analysis, debates, brainstorming, • interactive presentations, discussions 	



9. The correspondence between the content of the course and the expectations of the academic community, professional associations and representative employers in the field:

The course *Lobbying and interest groups* is a logical module, part of the disciplines taught at the Faculty of European Studies. It is designed to familiarize the students with interest representation and to analyze the interaction with governmental and nongovernmental actors. The course defines and explains the concepts of lobbying, advocacy and interest groups. It explores the actual involvement, strategies and influence of non-state actors in lobbying the EU.

In short, what is the main purpose of lobbying and how does it work.

10. Assessment

Type of activity	10.1 Assessment criteria	10.2 Assessment methods	10.3 Percentage of the final grade
10.4 Course	6 points	Final written examination E-learning platform	60%
10.5 Seminar/ Laboratory	3 points	Summative assessment that takes into account: <ul style="list-style-type: none"> • Presentation of a lobbying campaign relevant for the national/European environment (2p) • Participation in seminars and involvement in ongoing discussions within each seminar (1p.) 	30%
			<i>Ex officio</i> : 1 point
10.6 Minimum standard of performance			
For grade 5: <ul style="list-style-type: none"> ❖ <i>Minimum 50 % of active seminar attendances (involvement in ongoing discussions)</i> ❖ <i>Written exam and solving at least half of the subjects for this test</i> 		For grade 10: <ul style="list-style-type: none"> ❖ <i>Minimum 80 % of active seminar attendances (accomplishment of the required seminar activities)</i> ❖ <i>Written exam and solving the related topics</i> 	
The re-examination will solely focus on the written exam (without seminar activity).			

Date

20.09.2022

Course holder signature

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Seminar holder signature

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Date of departmental approval

Head of department signature