

Subject card

Subject name and code	Contemporary economic lobbying, PG_00177361						
Field of study	Economics, International Economic Relations						
Date of commencement of studies	October 2024		Academic year of realisation of subject		2025/2026		
Education level	Master's studies		Subject group		Obligatory subject group in the field of study Optional subject group		
Mode of study	full-time studies		Mode of delivery		at the university		
Year of study	2		Language of instruction		Polish		
Semester of study	3		ECTS credits		2.0		
Learning profile	academic		Assessment form		credit		
Conducting unit	Department of Economic Policy -> Faculty of Economics -> Rector						
Name and surname of lecturer (lecturers)	Subject supervisor		dr Grzegorz Szczodrowski				
	Teachers						
Lesson types	Lesson type	Lecture	Tutorial	Laboratory	Project	Seminar	SUM
	Number of study hours	30.0	0.0	0.0	0.0	0.0	30
	E-learning hours included: 0.0						
Learning activity and number of study hours	Learning activity	Participation in didactic classes included in study plan		Participation in consultation hours		Self-study	SUM
	Number of study hours	30		0.0		0.0	30
Subject objectives	The objective of the course is to highlight the significance and methods of lobbying undertaken by entrepreneurs and other entities to achieve economic benefits. This pertains to both the national and the international context, with particular emphasis on the United States as a leading example in this area, as well as the European Union forum.						

Learning outcomes	Course outcome	Subject outcome	Method of verification
	[EKONMU2_U01] can creatively interpret and explain economic and social phenomena and relations between them, using acquired knowledge of economics, finance and management sciences	The student is able to creatively identify key aspects of lobbying by drawing upon their knowledge of economics, finance, and management sciences.	[SU2] presentation/project/paper/report
	[EKONMU2_U04] can forecast and model complex economic and social processes using quantitative and qualitative methods and tools developed by economic sciences (including statistics and econometrics)	The student constructs lobbying strategies by applying, where appropriate, quantitative and qualitative methodologies derived from the field of economics.	[SU2] presentation/project/paper/report
	[EKONMU2_U07] can independently propose solutions to complex economic or social problems, select methods of analysis and conduct conclusive procedures in this respect	The student demonstrates the ability to conduct causal analysis of economic lobbying cases.	[SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[MSGMU2_W01] has an in-depth and structured knowledge of economic sciences, in particular economics, its place in the system of sciences, its relations with other sciences and fields of knowledge	The student possesses in-depth and structured knowledge of the essence of economic lobbying and its place within the system of economic sciences.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[MSGMU2_W04] has an in-depth knowledge of different types and elements of economic structures and institutions, including institutions, organisations and economic entities; understands the causes, course, scale and consequences of changes occurring in them, as well as relations between them on a national, international and intercultural scale; knows the theories explaining relations among them	The student demonstrates advanced understanding of the mechanisms and practices related to economic lobbying.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[MSGMU2_W10] has an in-depth knowledge of the legal, cultural and financial conditions related to business operations, in particular those of an international nature	The student demonstrates advanced understanding of the legal, cultural, and financial determinants influencing the lobbying of economic actors.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[EKONMU2_K05] correctly identifies, diagnoses and solves dilemmas and alternative solutions related to the profession	The student develops a lobbying strategy profile for their organization.	[SK2] presentation/project/paper/report
	[EKONMU2_U08] can independently analyse economic and social phenomena and processes, and can perform a theoretically deepened assessment of such phenomena, using appropriately selected research method	The student is able to identify, understand, and draw conclusions about the nature of lobbying.	[SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[EKONMU2_U02] can use acquired knowledge to describe and analyse the causes and course of economic and social processes and phenomena, and can formulate his/her own opinions and critically select data and analysis methods based on the achievements of economic and social sciences	The student demonstrates the ability to integrate theoretical knowledge with real-world economic applications.	[SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[MSGMU2_K05] is ready to initiate actions in the public interest, inspire and organise projects for the benefit of the environment and the international business community, in accordance with the idea of sustainable development and the resulting legal, economic, ecological, political and social requirements	The student develops a lobbying strategy profile for their organization.	[SK2] presentation/project/paper/report

	Course outcome	Subject outcome	Method of verification
	[MSGMU2_K03] is ready to actively participate in groups, organisations and institutions conducting professional projects concerning the functioning of economic entities in the conditions of globalisation and the development of integration processes	Within their professional practice, the student participates in the evaluation of lobbying activities.	[SK2] presentation/project/paper/report
	[MSGMU2_U10] can accurately select and use sources of information on international economic relations, evaluate, critically analyse and creatively interpret them, and can present them in an innovative way, using advanced information and communication techniques	The student has the ability to present their own position, supporting it with arguments based on lobbying theories and techniques.	[SU2] presentation/project/paper/report
	[MSGMU2_U04] can use the acquired knowledge to formulate and solve complex problems related to the operation of economic entities on the international market, with particular emphasis on the European Union market	The student is able to apply the body of lobbying knowledge in evaluating scenarios and in the collaborative development of original case studies.	[SU2] presentation/project/paper/report
	[MSGMU2_U01] can creatively interpret and explain complex and atypical economic phenomena and the relations occurring between them, using the acquired knowledge in economics, finance and international economic relations	The student demonstrates the ability to integrate theoretical knowledge with real-world economic applications.	[SU2] presentation/project/paper/report [SU4] test/exam - oral or written
	[EKONMU2_W02] has an in-depth knowledge of various types of existing economic entities and organisations as well as an extended knowledge of public institutions	The student possesses in-depth knowledge of the concept and nature of economic lobbying.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report
	[EKONMU2_K03] inspires and organises preparation of economic and social projects, following the idea of sustainable development, reconciling legal, economic, ecological, political and social requirements	In their professional practice, the student is involved in evaluating lobbying activities.	[SK2] presentation/project/paper/report
	[EKONMU2_W04] knows different types of economic and social ties and regularities governing them; has an in-depth knowledge of economic and financial ties between enterprises	The student possesses knowledge of the mechanisms and practical application of economic lobbying.	[SW4] test/exam - oral or written [SW2] presentation/project/paper/report

Subject contents	1. Interest groups. 2. The essence of lobbying: the concept of lobbying, lobbying versus other forms of pressure, definitions of a lobbyist, lobbying and other forms of communication. 3. Types and fundamental mechanisms of interest group functioning. 4. Models of lobbying and lobbyists: the American and European models, legal and ethical regulations in the USA and the European Union, lobbying as a profession. 5. Polish legal regulations on lobbying: lobbying before the adoption of a law, professional lobbyists under Polish law. 6. Strategies, methods, and tools of lobbyists: direct and indirect lobbying, offensive and defensive lobbying, lobbying tools, media campaigns. 7. Specificity of lobbying in the European Union: structures of decision-making processes in the EU, lobbying in the bodies of the European Commission and the European Parliament. 8. Effectiveness of lobbying in the EU and its limitations: lobbying as an element of EU democracy, management of lobbying. 9. European official interest groups and Polish lobbying in the European Union: lobbying from a national perspective, Polish representations in Brussels. 10. "Dirty" lobbying: lobbying and corruption, the economic, political, and cultural dimensions of corruption, areas prone to corruption, examples of corruption-prone regulations in Polish law. 11. Methods of limiting the influence of interest groups on political and economic processes. Dilemmas or clarifications related to the presented content may be subject to consultation.		
Prerequisites and co-requisites			
Assessment methods and criteria	Subject passing criteria	Passing threshold	Percentage of the final grade
	case study	51.0%	30.0%
	written test	51.0%	70.0%
Recommended reading	Basic literature	1. J. Czub, A. Vetulani-Cęgiel, Leksykon lobbingu w Unii Europejskiej, Wydawnictwo Elipsa, Warszawa 2018. 2. A. Vetulani-Cęgiel, Polski lobbing w obszarze prawa autorskiego, Wydawnictwo Elipsa, Warszawa 2020. 3. U. Kurczewska, Lobbing i grupy interesu w Unii Europejskiej, PWN, Warszawa 2011. 4. Sources indicated by the lecturer.	
	Supplementary literature	1. M. Clamen: Lobbing i jego sekrety, Wydawnictwo Felberg SJA, Warszawa 2005. 2. J.P. Gunning: Zrozumieć demokrację, Wyższa Szkoła Bankowości, Finansów i Zarządzania im. Profesora Romualda Kudlińskiego w Warszawie, Warszawa 2001. 3. Kształtowanie się środowiska biznesu jako grupy interesu w Polsce, red. J. Gładysz-Jakóbk, Wydawnictwo SGH, Warszawa 2002. 4. Transformacja gospodarcza a sektor publiczny, red. G. Szczodrowski, Wydawnictwo Uniwersytetu Gdańskiego, Gdańsk 2002. 5. R. van Schendelen: Machiavelli w Brukseli. Sztuka lobbingu w Unii Europejskiej, GWP, Gdańsk 2006.	
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Example issues/ example questions/ tasks being completed			
Work placement	Not applicable		

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