

Subject card

Subject name and code	Economic Lobbying: How Business Shapes Policy and Profits, PG_00206731						
Field of study	Economics, International Economic Relations						
Date of commencement of studies	October 2024		Academic year of realisation of subject			2026/2027	
Education level	Bachelor's studies		Subject group			Obligatory subject group in the field of study Optional subject group	
Mode of study	part-time studies		Mode of delivery			e-learning	
Year of study	3		Language of instruction			Polish	
Semester of study	5		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	0.0	20.0	0.0	0.0	0.0	20
	E-learning hours included: 20.0						
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	20		4.0		26.0	50
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 specifically Poland 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
	[EKONL3_U13] be able to interact and work in a group (including an international one), assuming various roles within it	The student is able to work effectively in a team, assuming different roles within the scope of the acquired knowledge.	[SU1] oral statement/conversation/discussion [SU3] text preparation/written work
	[EKONL3_K05] correctly identifies, diagnoses and resolves professional dilemmas and different options for solutions	The student is able to identify, analyse, and resolve ethical and practical dilemmas related to lobbying in a professional context.	[SK1] oral statement/conversation/discussion [SK5] implementation of a problem task
	[EKONL3_W05] has a knowledge of man as a subject who creates social structures and the principles of their functioning and of his action in these structures, knows well the motives of human economic decision-making	The student understands and explains the nature of lobbying, its methods, and the actors involved in lobbying.	[SW1] oral statement/conversation/discussion [SW3] text preparation/written work
	[MSGSL3_U14] can interact and work in a team (including an international one), taking various roles within it	The student is able to work effectively in a team, assuming different roles within the scope of the acquired knowledge.	[SU1] oral statement/conversation/discussion [SU3] text preparation/written work
	[MSGSL3_K05] correctly identifies, diagnoses and solves dilemmas and various options of solutions related to the profession	The student is able to identify, analyse, and resolve ethical and practical dilemmas related to lobbying in a professional context.	[SK1] oral statement/conversation/discussion [SK5] implementation of a problem task
	[MSGSL3_W09] has knowledge about a human being as an individual making economic decisions, acting within social structures and organisational units (in particular enterprises) or conducting individual economic activity	The student understands and explains the nature of lobbying, its methods, and the actors involved in lobbying.	[SW1] oral statement/conversation/discussion [SW3] text preparation/written work
Subject contents	- Interest groups. - The essence of lobbying: the concept of lobbying, lobbying versus other forms of pressure, definitions of a lobbyist, lobbying and other forms of communication. - Types and fundamental mechanisms of interest group functioning. - 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. - Polish legal regulations on lobbying: lobbying before the adoption of a law, professional lobbyists under Polish law. - Strategies, methods, and tools of lobbyists: direct and indirect lobbying, offensive and defensive lobbying, lobbying tools, media campaigns. - 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. - Effectiveness of lobbying in the EU and its limitations: lobbying as an element of EU democracy, management of lobbying. - European official interest groups and Polish lobbying in the European Union: lobbying from a national perspective, Polish representations in Brussels. "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. - 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
	Summarizing the ratings for individual topics.	51.0%	100.0%

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.
	eResources addresses	
Example issues/ example questions/ tasks being completed		
Work placement	Not applicable	

Document generated electronically. Does not require a seal or signature.