



**KAPITAŁ LUDZKI**  
NARODOWA STRATEGIA SPÓJNOŚCI

Projekt współfinansowany przez  
Unię Europejską w ramach  
Europejskiego Funduszu  
Społecznego

**UNIA EUROPEJSKA**  
EUROPEJSKI  
FUNDUSZ SPOŁECZNY



<b>Course title</b>		<b>ECTS code</b>	
CIELSP204 Influencing Decision Making Process: Lobbying, Interest Groups		10.0.6585	
<b>Name of unit administrating study</b>			
null			
<b>Studies</b>			
<b>faculty</b>	<b>field of study</b>	<b>type</b>	five-year Master's
Faculty of Law and Administration	Law	<b>form</b>	full-time
		<b>specjalty</b>	all
		<b>specialization</b>	all
<b>Teaching staff</b>			
dr hab. Marcin Wiszowaty, profesor uczelni; dr hab. Tomasz Widlak, profesor uczelni			
<b>Forms of classes, the realization and number of hours</b>		<b>ECTS credits</b>	
<b>Forms of classes</b>		3	
Lecture			
<b>The realization of activities</b>			
classroom instruction			
<b>Number of hours</b>			
Lecture: 15 hours			
<b>The academic cycle</b>			
2022/2023 winter semester			
<b>Type of course</b>		<b>Language of instruction</b>	
an elective course		english	
<b>Teaching methods</b>		<b>Form and method of assessment and basic criteria for evaluation or examination requirements</b>	
<ul style="list-style-type: none"> <li>- critical incident (case) analysis</li> <li>- multimedia-based lecture</li> <li>- problem-focused lecture</li> <li>- seminar lecture</li> </ul>		<b>Final evaluation</b>	
		Graded credit	
		<b>Assessment methods</b>	
		ssignment work – conducting research and presenting results	
		<b>The basic criteria for evaluation</b>	
		Grading scale: (A) very good (5.0) - 91% and more, (B) good plus (4.5) - 81% - 90%, (C) good (4.0) - 71% - 80%, (D) satisfactory plus (3.5) - 61% - 70%, (E) satisfactory (3.0) - 51% - 60%, (F) insufficient (2.0) - 50% and less.	
		The percentage determines the percentage of knowledge and skills required for a given assessment. Percentages are rounded up to whole numbers in accordance with the generally applicable rounding rules.	
<b>Method of verifying required learning outcomes</b>			
<b>Required courses and introductory requirements</b>			
<b>A. Formal requirements</b>			
none			
<b>B. Prerequisites</b>			
none			
<b>Aims of education</b>			
The aim of the course is to present the genesis and essence of lobbying (i.e. a lawful action aimed at influencing the decision-making process of state authorities in the interest of the client and for remuneration), to indicate the highest standards of its legal regulation, the characteristics of the lobbying practice, as well as to discuss the issue of facade regulation of lobbying and its effects, and finally - showing examples of the pathology of lobbying. The indicated issues will be presented in the context of the political decision-making process.			

<b>Course contents</b>		
<ol style="list-style-type: none"> <li>1. Genesis and definition of lobbying</li> <li>2. "Mature regulation" – optimal legal regulation of lobbying (USA and Canada)</li> <li>3. "Maturing regulation" - selected examples of average lobbying regulations in the world</li> <li>4. "Regulation on trial": legal regulation of lobbying in Poland</li> <li>5. Review of basic lobbying strategies and methods</li> <li>6. Pathologies of lobbying – selected political scandals with lobbying in the background.</li> </ol>		
<b>Bibliography of literature</b>		
<ol style="list-style-type: none"> <li>1. Alberto Bitonti (Editor), Phil Harris (Editor), Lobbying in Europe: Public Affairs and the Lobbying Industry in 28 EU Countries. Palgrave Macmillan, 2017.</li> <li>2. Rebecca H. Gordon (Editor), Thomas M. Susman (Editor), The Lobbying Manual: A Complete Guide to Federal Lobbying Law and Practice. American Bar Association; 5th edition (January 1, 2016).</li> <li>2. Lionel Zetter, Lobbying: The Art of Political Persuasion (Revised) Harriman House Ltd. 2018.</li> </ol>		
<b>The learning outcomes (for the field of study and specialization)</b>	<b>Knowledge</b>	
<p style="text-align: center;"><b>KNOWLEDGE</b></p> <p><i>K_WG01 has an in-depth and structured knowledge of the nature of legal sciences, their place in the system of sciences and relations to other sciences</i></p> <p><i>K_WG02 knows the terminology and concepts in the field of law and related areas to an extended degree</i></p> <p><i>K_WG03 has in-depth knowledge of the system of government in Poland, individual authorities, with particular emphasis on the legislative and judiciary</i></p> <p><i>K_WG04 knows the system of Polish law, the interrelationships within this system and the connections of Polish law with European Union law and international law</i></p> <p><i>K_WG05 has ordered knowledge of the types of legal relations and the regularities that govern them</i></p> <p><i>K_WG06 has structured knowledge about man as an entity constituting social structures and the principles of their functioning, as well as about man as an entity functioning in these structures</i></p> <p><i>K_WG07 knows the methods and tools, including techniques of obtaining data and information as well as research methods, appropriate for legal sciences and related fields</i></p> <p><i>K_WG08 has in-depth knowledge of the sources of Polish law, its changes and the process of creating</i></p> <p><i>K_WG09 has an in-depth and structured knowledge of the processes of change in power systems and its individual authorities, as well as the consequences of these changes</i></p> <p><i>K_WK10 knows and understands the basic concepts and principles of industrial property and copyright protection and understands the need for proper protection of intellectual property and management of its resources</i></p> <p><i>K_WK11 has in-depth knowledge of the principles of creating and developing basic forms of individual entrepreneurship</i></p> <p><i>K_WK12 has knowledge of occupational health and safety in public administration institutions</i></p> <p><i>K_WK13 has in-depth knowledge of the functioning of professional self-governments in legal professions, knows the rules of performing the professions of judge and public prosecutor, has knowledge of the organization of the justice system in Poland</i></p> <p style="text-align: center;"><b>SKILLS</b></p> <p><i>K_UW01 has in-depth observation and interpretation skills of social phenomena, analyzes their connections with various areas of law and related sciences</i></p>	<p>The student has an in-depth and structured knowledge of the institution of lobbying, the processes of change in power systems and its individual authorities, as well as the consequences of these changes</p>	
	<b>Skills</b>	<p>The student is able to use and integrate theoretical knowledge in the field of law and related scientific disciplines in order to analyze and interpret complex legal problems related to influencing the decision-making process and lobbying.</p>
	<b>Social competence</b>	<p>The student is convinced of the importance of ethical and professional behavior and acts in accordance with the principles of ethics</p>

*K\_UW02 is able to use and integrate theoretical knowledge in the field of law and related scientific disciplines in order to analyze and interpret complex legal problems*

*K\_UW03 can use complex theoretical approaches to analyze, interpret and design legal action strategies; can generate solutions to specific problems related to the law and forecast the course of their solution and predict the effects of planned activities*

*K\_UW04 efficiently uses legal and professional principles and standards in the undertaken professional activity*

*K\_UW05 is able to perceive, analyze and has the ability to diagnose moral and legal dilemmas in professional work*

*K\_UW06 is able to assess the usefulness of typical procedures and good practices for the implementation of complex tasks related to various spheres related to law and related areas*

*K\_UK07 has a developed ability to understand and analyze social phenomena and to use this analysis in professional work*

*K\_UK08 has an in-depth ability to prepare various written works in Polish and a foreign language related to the performed work*

*K\_UK09 has an in-depth ability to prepare oral presentations, in Polish and a foreign language, in the field of law and related sciences*

*K\_UK10 has language skills in the field of science and scientific disciplines relevant to the field of study being studied, in accordance with the requirements set out for the B2 + level of the European System for the Description of Languages*

*K\_UO11 is able to cooperate in a team and is able to coordinate the work of the team in solving legal problems, interpreting legal acts, preparing a written or oral position on the matter*

*K\_UU12 is able to efficiently acquire knowledge and develop professional skills, using various sources (in the native and foreign language) and modern technologies*

#### **COMPETENCES**

*K\_KK01 has a deepened awareness of the level of their knowledge and skills, and understands the need for lifelong learning*

*K\_KK02 is aware of the need to expand competences and professional qualifications as well as improves skills, is able to independently set the directions of own development and education in an extended and deepened degree*

*K\_KO03 is ready to actively participate in groups, organizations and institutions that carry out professional activities related to the law, at the same time is able to communicate with people who are and are not specialists in the field of law*

*K\_KO04 is ready to prepare its own social projects, taking into account legal, economic and political aspects, including the preparation and implementation of projects co-financed by the European Union*

*K\_KR05 prepares responsibly for his work, is able to define priorities at work and properly plan work*

*K\_KR06 is convinced of the importance of behaving in an ethical and professional manner, acts in accordance with the principles of ethics*

*K\_KR07 is ready to take up professional challenges, takes trouble and is characterized by persistence in the implementation of individual and team activities in the field of law and related sciences*

**Contact**

[http://prawo.ug.edu.pl/pracownik/3177/marcin\\_michal\\_wiszowaty](http://prawo.ug.edu.pl/pracownik/3177/marcin_michal_wiszowaty)