

**FACULTY OF SOCIETY AND SCIENCE  
STUDY COURSE DESCRIPTION**

Course Title:	<b>Interest representation (lobbying) and negotiations</b>				
Course code (LAIS):	<b>KomZ6008</b>				
Study programme:	<b>Strategic Communication and Governance</b>				
Level of Study programme:	<input type="checkbox"/>	1st level professional higher education			
	<input type="checkbox"/>	Professional Bachelor			
	<input type="checkbox"/>	Professional Master			
	<input checked="" type="checkbox"/>	Academic Master			
	<input type="checkbox"/>	PhD level			
Type of Study programme:	<input checked="" type="checkbox"/>	Compulsory course (Part A)			
	<input type="checkbox"/>	Professional specialization courses (Part B, compulsory)			
	<input type="checkbox"/>	Professional specialization optional courses (Part B, optional)			
	<input type="checkbox"/>	Elective courses (Part C)			
Course Workload:	Credits	ECTS	Academic hours	Contact hours	Independent work hours
	<b>2</b>	<b>3</b>	<b>80</b>	<b>24</b>	<b>56</b>
Course Author/ Tutor:	Irēna Liepiņa				
	Dr.iur.,Assistant Professor				
	e-mail: <a href="mailto:irena.liepina@va.lv">irena.liepina@va.lv</a>				
	Consultation: according to the schedule for each semester				
Study Form:	Full time studies				
Study year, semester:	Year 2, Semester 3				
Language:	English				
Prerequisites for the Course:	1st level professional higher education				
Course Summary:	Course “Representation of Interests, Negotiations and Lobbying is aimed to provide students with basic knowledge of representation tools, techniques, legal framework, principles and necessary skills for win-win negotiations, bargaining and lobbying skills, civil dialogue and activism.				
Assessment:	Students will have to prepare a presentation on the selected and confirmed topic with professor Irena Liepina at irena.liepina@va.lv				
Requirements for Credits:	<b>3 ECTS</b>				
Abiding by the Academic Ethics	<p>Students must abide by the academic and research ethics, Vidzeme University of Applied Sciences Ethics Regulations, incl.:</p> <ul style="list-style-type: none"> <li>– study papers must be independently developed;</li> <li>– the study work should reference all statements, ideas and data used that have been authored by someone else;</li> <li>– appropriate data acquisition methods should be used in the acquisition of data, the research ethics must be respected, empirical data must be collected independently and cannot be distorted or falsified;</li> <li>– the examination must be carried out by the student independently, without the use of supporting materials and/or consultations with other students, unless the lecturer states otherwise.</li> </ul> <p>In the event of non-compliance with the academic and research ethics, punishment is imposed in accordance with the ViA Ethics Regulations and the study course must be re-taken, unless the punishment is exmatriculation.</p>				
Learning Outcomes; the evaluation methods and	Learning Outcomes			The evaluation methods and criteria	
	Knowledge				

criteria	Knowing basic legal framework of representation of interests, lobbying and social dialogue	Presentations, discussions, written open book test and exam
	Negotiations (methods and principles)	Presentations, discussions, written open book test and exam
	Social Dialogue, organization and collective action	Presentations, discussions, written open book test
	Civil dialogue and civic activism	Presentations, discussions, written open book test
	<b>Skills</b>	
	Basic legal skills in representation	Organizational skills
	Negotiations skills	Analytical skills
	Basic bargaining skills	Basic foresight skills
	Basic lobbying skills	Planning skills etc.
	<b>Competency</b>	
	Understanding representation of interests: lobbying, social dialogue and civil dialogue and civic activism & movements	Application of bargaining skills
	Social dialogue and collective action competence	Win-win strategy negotiator, making alliances and founding accountability partners
	Civil Dialogue competences and boosting involvement competence	Understanding a design of interests and methods of representation as well as financial and ethical aspects
	Understanding institutional aspects of the representation of interests (main institutions, joining NGO, founding a new NGO, understanding creation of movements etc.)	Understanding basic legal, social, political and economical aspects in representation of interests
Course Compulsory literature:	<p>Constitution of Republic of Latvia - International Labour Organization Conventions and Recommendations <a href="https://www.ilo.org/global/standards/lang--en/index.htm">https://www.ilo.org/global/standards/lang--en/index.htm</a></p> <p>Consolidated versions of the Treaty on European Union and the Treaty on the Functioning of the European Union - <a href="https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:12012M/TXT&amp;from=EN">https://eur-lex.europa.eu/legal-content/EN/TXT/HTML/?uri=CELEX:12012M/TXT&amp;from=EN</a></p> <p>OECD Recommendation on Principles for Transparency and Integrity in Lobbying <a href="https://legalinstruments.oecd.org/public/doc/256/256.en.pdf">https://legalinstruments.oecd.org/public/doc/256/256.en.pdf</a></p> <p>During the Covid19 emergency situation: <i>Law on the Management of the Spread of COVID-19 Infection</i> <a href="https://likumi.lv/ta/en/en/id/315278-law-on-the-management-of-the-spread-of-covid-19-infection">https://likumi.lv/ta/en/en/id/315278-law-on-the-management-of-the-spread-of-covid-19-infection</a></p> <p>Labour Law of Latvia - <a href="https://likumi.lv/ta/en/en/id/26019-labour-law">https://likumi.lv/ta/en/en/id/26019-labour-law</a></p> <p>Trade Secret Protection Law: <a href="https://likumi.lv/ta/en/en/id/305532-trade-secret-protection-law">https://likumi.lv/ta/en/en/id/305532-trade-secret-protection-law</a></p> <p>Special law on lobbying (project - <a href="http://tap.mk.gov.lv/lv/mk/tap/?pid=40253850">http://tap.mk.gov.lv/lv/mk/tap/?pid=40253850</a>);</p> <p>Regulations of Cabinet of Ministers (Cabinet of Ministers Decree No. 435 on the Concept "The Necessity of Legal Regulation of Lobbying in Latvia» - <a href="https://likumi.lv/ta/id/179078-par-koncepciju-lobšanas-tiesiskas-">https://likumi.lv/ta/id/179078-par-koncepciju-lobšanas-tiesiskas-</a></p>	

	<p><a href="#">reglamentācijas nepieciešamība latvijā</a></p> <p>ETUI studies on foresight: <a href="https://www.etui.org/publications/guides/anticipating-change-staying-relevant-why-trade-unions-should-do-foresight">https://www.etui.org/publications/guides/anticipating-change-staying-relevant-why-trade-unions-should-do-foresight</a></p> <p>ETUI: <a href="https://www.etui.org/publications/how-deal-confidential-information">https://www.etui.org/publications/how-deal-confidential-information</a></p> <p>More democracy at work: <a href="https://www.etui.org/2021-year-more-democracy-work">https://www.etui.org/2021-year-more-democracy-work</a></p> <p>Renewal of organization: <a href="https://www.etui.org/themes/social-dialogue-collective-bargaining">https://www.etui.org/themes/social-dialogue-collective-bargaining</a></p> <p>Social Dialogue in Europe: <a href="https://ec.europa.eu/social/main.jsp?langId=en&amp;catId=329">https://ec.europa.eu/social/main.jsp?langId=en&amp;catId=329</a> and Eurofound materials: <a href="https://www.eurofound.europa.eu/topic/social-dialogue">https://www.eurofound.europa.eu/topic/social-dialogue</a></p> <p>ETUI materials on Social Dialogue: <a href="https://www.etui.org/themes/social-dialogue-collective-bargaining/social-dialogue">https://www.etui.org/themes/social-dialogue-collective-bargaining/social-dialogue</a></p> <p>Civil Society in Belarus: <a href="https://carnegieeurope.eu/2021/02/22/belarus-s-new-age-of-civic-activism-is-changing-country-pub-83904">https://carnegieeurope.eu/2021/02/22/belarus-s-new-age-of-civic-activism-is-changing-country-pub-83904</a></p> <p>Kalniņš V. Latvia. In: Lobbying in Europe. Public Affairs and the Lobbying Industry in 28 EU Countries. UK: Palgrave Macmillan, 2017.</p> <p>Alksne A. Transparency of Lobbying in Latvia. Pieejams: <a href="https://delna.lv/wp-content/uploads/2011/04/National-Report_LLL_Latvia_EN.pdf">https://delna.lv/wp-content/uploads/2011/04/National-Report_LLL_Latvia_EN.pdf</a></p> <p>Bursting Brussels Bubble. available: <a href="https://www.alter-eu.org/sites/default/files/documents/bursting-the-brussels-bubble.pdf">https://www.alter-eu.org/sites/default/files/documents/bursting-the-brussels-bubble.pdf</a></p> <p>Raunio T. Losing independence or finally gaining recognition? 2000. available: <a href="https://journals.sagepub.com/doi/10.1177/135406880006002006">https://journals.sagepub.com/doi/10.1177/135406880006002006</a></p> <p>EU transparency on lobbyist meetings still piecemeal. <a href="https://euobserver.com/institutional/147440">https://euobserver.com/institutional/147440</a></p> <p>Hoerner M.J. Real scrutiny or smoke and mirrors: The determinants and role of resolutions of national parliaments in European Union affairs, 2017. Available: <a href="https://journals.sagepub.com/doi/abs/10.1177/1465116516688803?journalCode=eupa">https://journals.sagepub.com/doi/abs/10.1177/1465116516688803?journalCode=eupa</a></p> <p>Sprungk C. A New Type of Representative Democracy? Reconsidering the Role of National Parliaments in the European Union, 2013. Available: <a href="https://www.tandfonline.com/doi/abs/10.1080/07036337.2013.799944">https://www.tandfonline.com/doi/abs/10.1080/07036337.2013.799944</a></p> <p>Council of Europe: Recommendation CM/Rec(2017)2"LEGAL REGULATION OF LOBBYING ACTIVITIES IN THE CONTEXT OF PUBLIC DECISION MAKING". Available: <a href="https://rm.coe.int/legal-regulation-of-lobbying-activities/168073ed69">https://rm.coe.int/legal-regulation-of-lobbying-activities/168073ed69</a></p> <p>Judgment of the Court (Grand Chamber) of 8 July 2019 European Commission v Kingdom of Belgium: available <a href="https://curia.europa.eu/juris/liste.jsf?num=C-543/17">https://curia.europa.eu/juris/liste.jsf?num=C-543/17</a></p>
<p>Course additional literature &amp; podcasts &amp; digital materials</p>	<p>Rousseau J.J. Du Contrat social. Paris: Garnier Flammarion, 1966, pp. 66.–67.</p> <p>Harstad B., Svensson J. Bribes, Lobbying, and Development. The American Political Science Review, February 2011, Vol. 105, No. 1, pp46.–63.</p> <p>Cotterrell R. Sociological Jurisprudence. Juristic thought and social inquiry. London, New York: Routledge, 2018, p. 1.</p> <p>Gerken H. Keynote Address: Lobbying as the New Campaign Finance. Georgia State University Law Review, 2011, Vol. 27, No. 4, pp1155.–1156.</p> <p>Winer M. Political participation: crisis of the political process. Crises and sequences in political development. Princeton, N.J.: Princeton University Press, 1971, pp.188.</p> <p>Yoho J. Madison on the Beneficial Effects of Interest Groups: What Was Left Unsaid in 'Federalist' 10. Polity, 1995, Vol. 27, No. 4, pp.587.–605.</p> <p>Spurga S. Lithuania. In: Lobbying in Europe. Public Affairs and the Lobbying Industry in 28 EU Countries. UK: Palgrave Macmillan, 2017</p>

	<p>McGrath C. United Kingdom. In: Lobbying in Europe. Public Affairs and the Lobbying Industry in 28 EU Countries. UK: Palgrave Macmillan, 2017</p> <p>Bitonti A., Harris P. Lobbying in Europe. Public Affairs and the Lobbying Industry in 28 EU Countries. UK: Palgrave Macmillan, 2017</p> <p>Lobbying Disclosure Act United States of America: available <a href="https://lobbyingdisclosure.house.gov/lda.html">https://lobbyingdisclosure.house.gov/lda.html</a>;</p> <p>Bauer E., Thiel M., Vlad I. New Lobbying Law in France. July 2018. Available: <a href="https://www.europarl.europa.eu/RegData/etudes/BRIE/2018/625104/EPRS_BRI(2018)625104_EN.pdf">https://www.europarl.europa.eu/RegData/etudes/BRIE/2018/625104/EPRS_BRI(2018)625104_EN.pdf</a></p> <p>Kollmar L., Koen R. Lobbying against democracy. Journal of Anti-Corruption Law, 2017, Vol. 1, No. 1, p. 34</p> <p>DELNA (Transparency International research): <a href="https://commonslibrary.org/lobbying-a-tactic-for-social-change/">https://commonslibrary.org/lobbying-a-tactic-for-social-change/</a> <a href="https://delna.lv/wp-content/uploads/2011/04/2015_LobesanasAtklatibaLatvija.pdf">https://delna.lv/wp-content/uploads/2011/04/2015_LobesanasAtklatibaLatvija.pdf</a> <a href="https://www.saeima.lv/petijumi/Lobesana_Latvija_un_Eiropa_2019.pdf">https://www.saeima.lv/petijumi/Lobesana_Latvija_un_Eiropa_2019.pdf</a></p> <p>Youtube materials &amp; Podcasts: <a href="https://www.youtube.com/watch?v=5SnUaGIWzHo">https://www.youtube.com/watch?v=5SnUaGIWzHo</a> <a href="https://www.thegoodlobby.eu/podcast/">https://www.thegoodlobby.eu/podcast/</a> Harvard <a href="https://www.youtube.com/watch?v=RfTAlFEeKKE">https://www.youtube.com/watch?v=RfTAlFEeKKE</a> <a href="https://youtu.be/VxRif-eUznI">https://youtu.be/VxRif-eUznI</a> <a href="https://www.oecd.org/corruption/ethics/lobbying/">https://www.oecd.org/corruption/ethics/lobbying/</a></p> <p>Impact assesment of lobbying: <a href="https://www.youtube.com/watch?v=xyjaVtmh6kQ">https://www.youtube.com/watch?v=xyjaVtmh6kQ</a></p>
Course confirmation date:	01.09.2021.
Date of course description update:	05.11.2021.

**Study Course Plan:**

Date	Theme	Academic hours		Study Form/ Organization of independent work of students and task description
		Contact hours	Independent work hours	
<i>The date is specified before the implementation of the course</i>	Representation of Interests & Negotiations Notion of lobbying Notion of Social Dialogue Civil dialogue & civic activism participation, codecision, social contract, representation of interests	4	12	LECTURES SEMINAR PRESENTATIONS
	Bipartite and Tripartite Social dialogue in person, digitally and phyigital way Civil dialogue and civic activism Movements, campaigns, breaking through tools	4	12	LECTURES SEMINAR PRESENTATIONS
	Principles of law Differences & similarities of Lobbying and Social Dialogue Influence and Power What to do if we are the «socially weaker side»?	4	12	LECTURES SEMINAR PRESENTATIONS
	Golden rules for effective representation Other aspects: ethics, process,	4	12	LECTURES SEMINAR

	relationships and results – how to win it all?			PRESENTATIONS
	Art of negotiations: from words to action Win-win concept in action	4	8	LECTURES SEMINAR PRESENTATIONS
	Exam Conclusion & Take aways	4	0	
	<i>Hours total:</i>	<b>24</b>	<b>56</b>	