

Table of Contents

The Research Puzzle	Page 1
Quantitative Survey Methodology	Page 2
Quantitative Study Findings and Analysis	Page 4
Figure I.....	Page 4
<i>Aggregate Sample Gender Breakdown</i>	
Figure II.....	Page 6
<i>Gender of Lobbyists Representing Health Clients</i>	
Figure III.....	Page 7
<i>Gender of Lobbyists Representing Education Clients</i>	
Figure IV.....	Page 8
<i>Gender of Lobbyists Representing Business Clients</i>	
Figure V.....	Page 8
<i>Gender of Lobbyists Representing Defense Clients</i>	
Survey Methodology	Page 9
The Survey Sample	Page 10
Table I.....	Page 12
<i>Gender Breakdown of the Survey Sample</i>	
Table II.....	Page 12
<i>Marital Statuses of the Survey Sample</i>	
Table III.....	Page 13
<i>Lobbyists With Children</i>	
Table IV.....	Page 14
<i>Delegation of Childcare Responsibilities</i>	
Hypotheses	Page 14
Hypothesis #1	Page 15
<i>Background</i>	
Hypothesis #1	Page 17
<i>Survey Analysis</i>	

Table V.....	Page 18
<i>Lobbying Firm Structures</i>	
Table VI.....	Page 19
<i>Lobbying Firm Issue Area Reputations</i>	
Table VII.....	Page 20
<i>Solicitations for Policy Advice</i>	
Hypothesis #2	Page 20
<i>Background</i>	
Hypothesis #2	Page 21
<i>Survey Analysis</i>	
Table VIII.....	Page 22
<i>Reasons for Entering the Lobbying Profession</i>	
Table IX.....	Page 23
<i>Issues Lobbied On</i>	
Table X.....	Page 24
<i>House Committees Lobbied</i>	
Table XI.....	Page 25
<i>Senate Committees Lobbied</i>	
Table XII.....	Page 26
<i>Executive Agencies Lobbied</i>	
Table XIII.....	Page 27
<i>Issues and Lobbying Tactics</i>	
Table XIV.....	Page 28
<i>Developing Issue Area Expertise</i>	
Table XV.....	Page 28
<i>Passion for Issues</i>	
Table XVI.....	Page 29
<i>Lobbyist-Client Partnering</i>	
Hypothesis #3	Page 29
<i>Background</i>	
Hypothesis #3	Page 32

Survey Analysis

Table XVII..... Page 32
Politics in Upbringing

Table XVIII..... Page 33
Political Interests of Lobbyists

Table XIX..... Page 34
Political Participation Rates of Lobbyists

Table XXX..... Page 35
Prior Professional Experience of Lobbyists

Table XXXI..... Page 35
Political Ambition Levels in Lobbyists

Conclusion..... Page 36

Works Cited..... Page 38

Appendices

Top Health Care Companies..... Page i
Fortune's World's Most Admired Companies

Top Universities..... Page iii
US News and World Report

Top Businesses..... Page v
Fortune 500 List

Top Defense Contractors..... Page vii
US Department of Defense FY2008

Lobbyists and the Public Policy Process Survey..... Page ix

Initial Email..... Page xxiii

Three Day Follow Up Email..... Page xxiv

Weekly Follow Up Email # 1..... Page xxv

Weekly Follow Up Email # 2..... Page xxvi

Final Reminder Email..... Page xxvii

