

Lobbyists and the Public Policy Process

1. Demographic Information

1. Age:

2. Gender:

Female

Male

3. State where you grew up:

4. Marital status:

Single

Separated

In a relationship

Married

Widowed

Divorced

5. Do you have children:

Yes

No

6. If you have children, who is the primary caregiver:

Not applicable

You

Your spouse or significant other

A family member

A babysitter or nanny

Children are fully grown independents

Other (please specify)

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2. Personal Political History

7. Highest level of education:

BA

MA

JD

PhD

Other (please specify)

8. Party affiliation:

Democrat

Republican

Independent

Other (please specify)

9. In your childhood household, how often did your family discuss politics:

Everyday

Fairly often

Sometimes

Very Occasionally

Never

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10. What aspects of politics interest you:

- Public policy
- Political communication
- Issue campaigns
- Electoral campaigns
- Political fundraising
- Other (please specify)

11. How do you participate in politics:

- Work on campaigns
- Vote regularly
- Write political opinion pieces
- Conduct academic research on political affairs
- Make political contributions to PACs
- Make political contributions to candidates
- Other (please specify)

12. Has anyone ever recommended that you run for public office:

Yes

No

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3. Experience in Lobbying

13. Number of years employed in the lobbying profession:

14. What work experience have you had prior to your professional experience in lobbying:

- Worked for a nonprofit
- No previous work experience
- Worked within a federal level executive agency
- Worked for a member of Congress
- Worked in the legal profession
- Worked for a Congressional committee
- Other (please specify)

15. What factor most influenced your decision to enter the lobbying profession:

- Opportunities for promotion and career advancement
- High salary potential
- Appealing time requirements for work
- The opportunity to work on policy issues of personal interest
- The opportunity to build and maintain professional relationships
- The opportunity to work independently
- Stimulating and challenging work
- Appealing work environment or office culture

Other (please specify)

16. How many hours do you typically work per week:

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17. How many clients do you currently lobby for:

18. What issues do you lobby on:

Telecommunications

Health

Business

Education

Environment

Defense

Other (please specify)

19. How passionate are you about the issues on which you lobby:

Very passionate

Passionate

Somewhat passionate

Not at all passionate

20. How did you develop an interest or an expertise in the issue areas you lobby on:

You were introduced to these issues in courses throughout your education

You were directly impacted by a policy that you wanted to change

Someone you know was directly affected by a policy that you wanted to change

Your current or previous professional positions required you to develop an expertise on the issues you currently lobby on

Your policy interests are closely tied to your personal morals or values

Other (please specify)

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4. Your Current Place of Employment

21. How would you classify your current place of employment:

Contract lobbying firm

Corporate lobby shop

Boutique lobbying firm

Other (please specify)

22. Does your firm have a reputation for representing clients with interests in specific policy areas; If so, which ones:

Health

Education

Business

Defense

Energy

Environment

Telecommunications

Other (please specify)

23. How many federally registered lobbyists are employed at your current place of employment:

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24. How would you best describe the division of labor within your current place of employment:

- Individual lobbyists are assigned to meet client needs based on issue area expertise
- Clients are divided equally among lobbyists
- Teams of lobbyists manage clients with policy interests that match their expertise
- Lobbyists at your firm collectively strategize to accomplish client asks for every client
- Other (please specify)

25. How would you best describe the manner by which lobbyists at your firm are partnered with clients:

- Lobbyists with the most seniority represent clients of the highest priority
- Clients are matched with lobbyists based on existing workloads of individual lobbyists
- Clients are matched with lobbyists based on how client asks correlate to the individual lobbyist's relationships with relevant government officials
- Clients are matched with lobbyists based on issue area expertise
- Clients are matched with lobbyists through consideration of individual client and individual lobbyist personalities
- Other (please specify)

26. How would you best describe the management of client relations at your firm:

- Several lobbyists regularly communicate with each client
- One lobbyist is the primary contact with each client
- Coalition partners are primarily responsible for communicating with each client
- Firm employees who are not federally registered lobbyists communicate with each client
- Other (please specify)

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5. Lobbying Contacts

27. Which federal entities have you lobbied on behalf of your clients in the third quarter of 2009:

- White House Office
- United States House of Representatives
- United States Executive Agencies
- United States Senate
- Other (please specify)

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28. If you lobbied the United States House of Representatives, which committees did you lobby:

- Committee on Agriculture
- Committee on Appropriations
- Committee on Armed Services
- Committee on the Budget
- Committee on Education and Labor
- Committee on Energy and Commerce
- Committee on Financial Services
- Committee on Foreign Affairs
- Committee on Homeland Security
- Committee on House Administration
- Committee on the Judiciary
- Committee on Natural Resources
- Committee on Oversight and Government Reform
- Committee on Rules
- Committee on Science and Technology
- Committee on Small Business
- Committee on Standards of Official Conduct
- Committee on Transportation and Infrastructure
- Committee on Veterans Affairs
- Committee on Ways and Means
- Joint Economic Committee
- Joint Committee on Taxation
- House Permanent Select Committee on Intelligence
- House Select Committee on Energy Independence and Global Warming
- You lobbied the House of Representatives but did not lobby any committees
- You did not lobby the House of Representatives

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29. If you lobbied the United States Senate, which committees did you lobby:

- Committee on Agriculture, Nutrition, and Forestry
- Committee on Appropriations
- Committee on Armed Services
- Committee on Banking, Housing, and Urban Affairs
- Committee on the Budget
- Committee on Commerce, Science, and Transportation
- Committee on Energy and Natural Resources
- Committee on the Environment and Public Works
- Committee on Finance
- Committee on Foreign Relations
- Committee on Health, Education, Labor, and Pensions
- Committee on Homeland Security and Governmental Affairs
- Committee on the Judiciary
- Committee on Rules and Administration
- Committee on Small Business and Entrepreneurship
- Committee on Veterans' Affairs
- Committee on Indian Affairs
- Select Committee on Ethics
- Select Committee on Intelligence
- Special Committee on Aging
- Joint Committee on Printing
- Joint Committee on Taxation
- Joint Committee on the Library
- Joint Economic Committee
- You lobbied the Senate but did not lobby any committees
- You did not lobby the Senate

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30. If you lobbied executive agencies, which agencies did you lobby:

- Department of Agriculture (USDA)
- Department of Commerce (DOC)
- Department of Defense (DOD)
- Department of Education (ED)
- Department of Energy (DOE)
- Environmental Protection Agency (EPA)
- Department of Health and Human Services (HHS)
- Department of Homeland Security (DHS)
- Department of Housing and Urban Development (HUD)
- Department of Justice (DOJ)
- Department of Labor (DOL)
- Department of State (DOS)
- Department of the Interior (DOI)
- Department of the Treasury
- Department of Transportation (DOT)
- Department of Veterans Affairs (VA)
- You did not lobby executive agencies

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31. If you lobbied the White House, which offices in the Executive Office of the President did you lobby:

- Council of Economic Advisers
- Council on Environmental Quality
- National Security Council
- Office of Administration
- Office of Management and Budget (OMB)
- Office of National Drug Control Policy
- Office of Science and Technology Policy
- Office of the United States Trade Representative (USTR)
- Office of the Vice President
- You did not lobby the White House
- Other (please specify)

32. How often do elected officials or Congressional staff solicit policy advice from you:

- Often
- Fairly often
- Sometimes
- Very Occasionally
- Never

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6. Lobbying Tactics

33. Which lobbying tactics do you regularly employ to advance the interests of your clients:

- Direct lobbying of individual members of Congress
- Direct lobbying of Congressional committees
- Direct lobbying of Congressional staff
- Direct lobbying of executive agency political appointees
- Direct lobbying of executive agency staff
- Direct lobbying of the White House
- Coalition building
- Paid media campaigns
- Earned media campaigns
- Social networking tools
- Grassroots lobbying
- Grasstops lobbying
- Other (please specify)

34. How do you feel about this sentence: "My lobbying tactics differ depending on the policy area interests of a particular client."

- Strongly Agree
- Agree
- Disagree
- Strongly Disagree

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35. Which personal quality do you believe clients find most important in the lobbyists who represent their interests in Washington:

- Trustworthy
- Experienced
- Ethical
- Personable
- Strong communicator
- Well-networked
- Other (please specify)