

# 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)