This course is an examination of the power of business in American politics, with a focus on business’s role in the making of public policy. Topics will include lobbying, campaign finance, interest group organization, inside and outside strategies (e.g., lobbying versus shaping public opinion), divisions within the business community, the ideologies and social networks of business leaders, and the policy preferences of corporations and their organized representatives.

Historically, the course will focus on the period after the rise of industrial capitalism, with a special emphasis on the revival of business organization in the 1970s and 1980s. Thematically, it will transit through the community power debate of the 1960s and 1970s, the dispute over the “structural” power of business between Marxists and their critics, and more recent analyses of business’s role in elections and policy formation (including some cross-national studies). Students will be expected to write a final research paper, as well as two short discussion papers, and to participate actively in section discussion.

This is a small-group seminar. Although I will begin each session with a brief presentation, the remainder of each meeting will be given over to in-class discussion. As such, broad participation is essential. You should come to class having done the week’s readings and prepared to discuss them. To encourage informed participation, I require that students prepare 2 short discussion papers (3-4 pp., double-spaced). Their purpose is to take up a key topic, issue, or argument in the week’s readings and evaluate it. These are not, therefore, to be summaries of the week’s readings, but independent analyses of themes and claims therein (for example, a critique of an argument made in the readings). Students can choose the weeks on which they write papers, but the first must be completed on or before week 5 and the second on or before week 10. The papers are due in my email inbox by 5PM on Sunday, the day before the seminar.

The overall grade will be determined by: (1) two short papers; (2) a final paper, and (3) participation. Each paper is worth 1/8 of the overall grade, the final paper is worth 1/2, and participation 1/4.
The books listed below are required. They are available at the Yale bookstore. Additional readings are available online (see the links in the syllabus – more to come).

2. David Vogel, *Fluctuating Fortunes* (Basic, 1989)

**Weekly Schedule**

**Week 1 (1/9) Course Introduction and Administration**

*Max Weber, “Class, Status, Party”*

**Part I: Foundations**

**Week 2 (1/13) The Community Power Debate**


*Terry Moe, “Power and Political Institutions,”* *Perspectives on Politics* (2005)

**Week 3 (1/23) Structural vs. Instrumental Business Power**


*Fred Block, “The Ruling Class Does Not Rule,”* *Socialist Revolution* (1977) [Looking for a better printout]

Week 4 (1/30) Business Preferences vs. Strategies


Part II: Organization and Activities

Week 5 (2/6) Varieties of Capitalist Organization (Last week for first short paper)


Gourevitch and Shin, Political Power and Corporate Control, Chs. 1-4, plus at least one of empirical chapters (5-7)

Week 6 (2/13) Campaign Finance


Week 7 (2/20) Lobbying (Proposal for final paper due in class.)

Selections from Baumgartner et al., Lobbying and Policy Change (Chicago, 2009)


BONUS MATERIAL: Berkeley Ph.D. student, Lee Drutman, who wrote his dissertation on corporate lobbying guest-blogged on The Monkey Cage for a week:

http://www.themonkeycage.org/2009/10/its_not_all_about_the_benjamin.html
http://www.themonkeycage.org/2009/10/getting_into_the_weeds_what_do_1.html
http://www.themonkeycage.org/2009/10/relationships_expertise_and_th_1.html
http://www.themonkeycage.org/2009/10/the_imbalanced_lobbying_system.html
http://www.themonkeycage.org/2009/10/graphing_interest_groups.html

**Part III: Book-Length Treatments**

Week 8 (2/27) *Fluctuating Fortunes*

**SPRING BREAK**

Week 9 (3/19) *American Business and Political Power*

Week 10 (3/26) *Winner-Take-All Politics* (*Last week for second short paper*)

**Part IV: Global Corporations and the Nation State**

Week 11 (4/2) Tax Policy without Borders


Week 12 (4/9) Globalization and Its Discontents

Jeffrey Sachs, *The Price of Civilization* (New York, 2010), selections


Week 13 (4/16) The New Business Elite


**Reading period begins Monday, April 23. Papers are due in my inbox or mailbox (77 Prospect) at the end of reading period (April 30) by 4:30 PM.**