Contents

Preface xi

CHAPTER 1
Madison's Dilemma 1
Curing the Mischiefs of Faction 3
Interest Groups and Their Functions 4
Pluralism 9
Interest Groups and Civil Society 12
Conclusion 14

CHAPTER 2
The Advocacy Explosion 15
The Interest Group Spiral 17
The Rise of Citizen Groups 22
Business Fights Back 28
A Labor–Liberal Alliance 32
Conclusion 33

CHAPTER 3
Mobilization and Organization 34
Competing Theories 35
Supply of Benefits 40
Marketing Interest Groups: Direct Mail and Internet Fundraising 46
Maintaining the Organization 49
Who Governs? 54
Making Decisions 58
Conclusion 60

CHAPTER 4
The Party Connection 62
The Advantages of Interest Groups 63
Working Together 68
Contents

Keeping Parties Straight and True 71
Financial Support 74
Conclusion 76

CHAPTER 5
Interest Groups in Campaigns 78
Nonfinancial Support 79
Interest Group Money in Campaigns 81
Conclusion 98

CHAPTER 6
Lobbyists 100
A Day in the Life of a Lobbyist 101
Effective Lobbying 103
Lobbying as a Career 107
Lobbyists for Hire 112
Conclusion 117

CHAPTER 7
Public Opinion and Grassroots Lobbying 118
Direct Citizen Lobbying 120
Lobbying the Public 124
Demonstrations and Protests 134
Conclusion 135

CHAPTER 8
Washington Lobbying 137
Congress 138
Executive Branch 141
The Courts 146
Strategic Decision Making 152
Conclusion 154

CHAPTER 9
The Rise of Issue Networks and Coalitions 155
Coalitions: Everyday Politics 156
From Subgovernments to Issue Networks 163
The Qualities of Issue Networks 171
Continuity and Change in Issue Networks 173
Conclusion 175
CHAPTER 10

Bias and Representation 177
  Corporate Wealth and Political Advocacy 178
  A Special Relationship 180
  Beyond Business 186
  Reform 187

Bibliography 191
Index 213