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This book provides a nuanced picture of how governmental advocates develop their lobbying strategies. Through in-depth analysis of context specific data from surveys of and interviews with California lobbyists, the author explores how context, targets, and tactics interact as lobbyists try to influence legislative decision making.

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Strategic Influence in Legislative Lobbying Context, Targets, and Tactics Stacy B. Gordon Fisher

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Her work on lobbying, campaign contributions, and legislative behavior has appeared in the Journal of Politics, Political Research Quarterly, and other outlets. This is her second book on the role of interest groups in California legislative politics.

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2 Developing and Sustaining an Effective Lobbying Campaign producing a good case for support and preparing for meetings. This publication outlines the various steps in putting together an integrated lobbying strategy for achieving your aims politically. Defining your objectives This is an internal process where, as a board and as an organization, you clearly define your objectives. You may be

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