

## PUBLIC AFFAIRS AND ADVOCACY INSTITUTE

Taking advantage of its setting in the nation's capital, the Public Affairs and Advocacy Institute offers courses on the representation of organized interests to the federal government combining academic approaches with the real world of Washington lobbying. Twice a year, the Public Affairs and Advocacy Institute (PAAI) conducts a two-week workshop featuring speakers from the faculty of American University and approximately 30 prominent lobbyists representing corporations, trade and professional associations, public interest and other citizen groups, labor unions, as well as law and lobbying firms.

The workshop examines the full range of strategies and tactics pursued by organized interests and their lobbyists in attempting to gain access to, obtain and exchange information, and influence policy makers in Congress and the executive branch. Drawing on their rich body of experiences, prominent lobbyists involved in all aspects of their profession offer lectures on such topics as direct lobbying, fundraising, the uses of different kinds of political money, various types of grassroots programs, coalition-building, advertising and public relations, the internet, and litigation strategies.

Workshop participants are divided into teams to apply this knowledge by simulating the activities of a real life lobbying firm. Under the direction of a senior Washington lobbyist serving as a mentor, each team creates a strategic lobbying plan on an important current public policy issue for a prospective client. On the final day of the institute the student teams make a presentation of their strategies to a panel of faculty and lobbying professionals.

For non-degree seeking students, there is a reduced fee non-credit option available. If you have additional questions about PAAI, please contact the Assistant Director for PAAI by e-mail at [ccps@american.edu](mailto:ccps@american.edu). The next session of PAAI will be 0 D \

(The 7.70.89 is The 7.70.89 aion )]TJ c Tf 0 54.66.957 0 (\$1,5024.)-0.01.36