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Autore	Zetter Lionel
Titolo	Lobbying : the art of political persuasion // by Lionel Zetter
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Formato	Materiale a stampa
Livello bibliografico	Monografia
Note generali	Description based upon print version of record.
Nota di bibliografia	Includes bibliographical references and index.
Nota di contenuto	""Contents""; ""Preface""; ""Part 1 a€? Introduction to Lobbying""; ""1.1 Definitions""; ""1.2 History""; ""1.3 Ethics and Regulation""; ""1.4 Funding and Donations""; ""Part 2 a€? The Mechanics of Lobbying""; ""2.1 Rationale for Lobbying""; ""2.1.1 Threat""; ""2.1.2 Opportunity""; ""2.2 Types of Lobbying Programmes""; ""2.2.1 Profile raising""; ""2.2.2 Contact programme""; ""2.2.3 Policy shaping""; ""2.2.4 Legislation changing""; ""2.3 Starting a Career in Lobbying""; ""2.3.1 Academic qualifications""; ""2.3.2 Internships""; ""2.3.3 Advertisements""; ""2.3.4 Websites""; ""2.3.5 Recruitment consultancies""; ""2.4 Appointing a Lobbying Consultancy""; ""2.4.1 Written proposal""; ""2.4.2 Presentation""; ""2.4.3 Contractual benchmarks""; ""2.4.4 Freelancers""; ""Part 3 a€? The Tools of Lobbying""; ""3.1 Monitoring and Intelligence""; ""3.1.1 In-house monitoring""; ""3.1.2 Monitoring agencies""; ""3.1.3 Public affairs consultancy monitoring""; ""3.2 Reference Titles""; ""3.3 Opinion Polling""; ""3.4 Relationship Management""; ""3.5 Online Campaigning""; ""3.6 Messaging""; ""3.7 The Media""; ""Part 4 a€? Lobbying Whitehall and Westminster""; ""4.1 The Civil Service""; ""4.1.1 Whitehall""; ""4.1.2 Contacting civil servants""; ""4.1.3 Special Advisers""; ""4.1.4 Executive agencies and non-departmental public bodies""; ""4.1.5 Regulators""; ""4.2 Political Parties""; ""4.3 House of Commons""; ""4.3.1 Prime minister""; ""4.3.2 Cabinet""; ""4.3.3 Ministers""; ""4.3.4 Parliamentary private secretaries""; ""4.3.5 Whips"";

""4.3.6 Members of Parliament""; ""4.3.7 Queen's Speech""; ""4.3.8 Select committees""; ""4.3.9 Consultation documents""; ""4.3.10 Early Day Motions""; ""4.3.11 Business Questions""; ""4.3.12 Petitions""; ""4.3.13 Oral questions""
""4.3.14 Prime minister's questions""""4.3.15 Written questions""; ""4.3.16 Written Ministerial Statements""; ""4.3.17 Urgent questions""; ""4.3.18 All-Party Parliamentary Groups""; ""4.3.19 Party committees and groups""; ""4.3.20 Exhibitions""; ""4.3.21 Function rooms""; ""4.3.22 Mass lobbies""; ""4.3.23 Debates""; ""4.3.24 Legislation""; ""a? £a?£a££a?£a?£a?£a££a?£æ?£æ?£æ?£æ?£æ££æ?£""; ""4.4 House of Lords""; ""4.4.1 Cabinet""; ""4.4.2 Ministers""; ""4.4.3 Whips""; ""4.4.4 Queen's Speech""; ""4.4.5 Select committees""; ""4.4.6 Oral questions""; ""4.4.7 Written questions""
""4.4.8 Debates""""4.4.9 Legislation""; ""Part 5 a? Lobbying Other UK Institutions""; ""5.1 Scottish Parliament""; ""5.1.1 Powers""; ""5.1.2 First minister""; ""5.1.3 Cabinet""; ""5.1.4 Legislation""; ""5.1.5 Committees""; ""5.1.6 Oral questions""; ""5.1.7 Written questions""; ""5.1.8 Motions""; ""5.1.9 Petitions""; ""5.2 Scottish Government""; ""5.3 Scotland Office""; ""5.4 Scottish Affairs Select Committee""; ""5.5 Scottish Grand Committee""; ""5.6 National Assembly for Wales""; ""5.6.1 Powers""; ""5.6.2 First minister""; ""5.6.3 Cabinet""; ""5.6.4 Departments""; ""5.6.5 Finances""
""5.6.6 Legislation""

2. Record Nr.	UNIORUON00315363
Autore	Damiani, Enrico
Titolo	Corso di lingua bulgara : teorico-pratico / Enrico Damiani
Pubbl/distr/stampa	419 p. ; 25 cm
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Soggetti	LINGUA BULGARA MANUALI
Lingua di pubblicazione	Bulgaro Italiano
Formato	Materiale a stampa
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