1. Record Nr. UNINA9910966003003321 Schendelen M. P. C. M. van <1944-> Autore Titolo Machiavelli in Brussels: the art of lobbying the EU / / Rinus van Schendelen Pubbl/distr/stampa Amsterdam, N.L., : Amsterdam University Press, 2002 **ISBN** 9786610958801 9780585496436 0585496439 9781280958809 1280958804 9789048505111 9048505119 Edizione [1st ed.] 1 online resource (344 pages) : digital, PDF file(s) Descrizione fisica 324/.4/094 Disciplina Soggetti Pressure groups - European Economic Community countries Lobbying - European Economic Community countries European Union countries Politics and government European Economic Community countries Economic conditions Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Title from publisher's bibliographic system (viewed on 15 Jan 2021). Nota di bibliografia Includes bibliographical references and index. Nota di contenuto Front matter -- SUMMARY CONTENTS -- DETAILED CONTENTS --PREFACE -- LIST OF FIGURES -- LIST OF ABBREVIATIONS -- 1. THE EUROPEANISATION OF PUBLIC AFFAIRS -- 2. THE PLAYING FIELD: EU COMMON DECISION-MAKING -- 3. THE PLAYING FIELD: EU COMMON DECISION-MAKING -- 4. MANAGING THE EU ARENA -- 5. MANAGING THE HOME FRONT -- 6. MANAGING THE FIELDWORK -- 7. THE LIMITS OF EU PUBLIC AFFAIRS MANAGEMENT -- 8. LOBBYING AND EU **DEMOCRACY -- REFERENCES -- INDEX** Sommario/riassunto Countless interest groups representing governments and civil societies try to lobby the European Union effectively in pursuit of the desired legislation, subsidies and more. This book describes the everyday

practice of lobbying in Brussels, drawing on extensive research and the author's personal experience. The objective of these interest groups is

to influence the EU decision-making, of which they see themselves as a stakeholder. To the existing representative bodies such as the Parliament and the Council, they add their practice of lobbying for a desired outcome by making their interests present or represented at the EU level. In a roundabout way, they contribute to the EU integration and also to its democracy, so long as the following conditions are fulfilled.