

**CONVINCING CONGRESS: UNDERSTANDING INTEREST GROUP STRATEGIES  
IN THE U.S. CONGRESS**

**PART I: INTRODUCTION**

<b>Chapter 1: Studying Interest Groups in Congress .....</b>	<b>1</b>
1.1 Existing Literature on Interest Groups and Congress .....	4
1.2 Theoretical Approach.....	10
1.3 Design of Research.....	15
1.4 Contribution of this Research.....	18

**PART II: THEORETICAL FOUNDATIONS OF MODELING**

**INTEREST GROUP STRATEGIES**

<b>Chapter 2: The Legislative Context of Interest Group Strategies .....</b>	<b>19</b>
2.1 Interest Groups in the Spatial Model of Legislative Choice .....	19
2.2 Principles of Group Strategies in Spatial Perspective.....	38
<b>Chapter 3: Legislative Costs of Interest Group Action.....</b>	<b>50</b>
3.1 The Nature of the Issue .....	51
3.2 The Nature of the Policy Preferences.....	56
3.3 The Procedural Context.....	58
3.4 The Bicameral Context.....	62
3.5 Conclusion.....	63
<b>Chapter 4: Groups' Organizational Characteristics.....</b>	<b>65</b>
4.1 Group Monetary Resources.....	67
4.2 Group Type .....	73
4.3 Group Personnel.....	76
4.4 Membership.....	77
4.5 Conclusion.....	79
<b>Chapter 5: A Theory of Interest Group Strategies .....</b>	<b>81</b>
5.1 Benefits to Group Action .....	81
5.2 Costs of Group Action.....	82
5.3 Other Interest Groups .....	84
5.4 Group Calculus.....	85

**PART III: EMPIRICAL FOUNDATIONS OF UNDERSTANDING**

**INTEREST GROUP STRATEGIES**

**Chapter 6: Two Cases of Context.....98**  
6.1 The case of HR1180: Extending Government Health Benefits to the Working Disabled .....94  
6.2 The case of HR4444: China’s Permanent Normal Trade Relations Status ...106  
6.3 Analysis .....120

**Chapter 7: Research Design.....124**  
7.1 Policies versus Bills.....124  
7.2 Population and Sample.....126  
7.3 The Survey Instrument .....138  
7.4 Strategies and Tactics .....143  
7.5 Measurement .....153

**Chapter 8: Determinants of Group Strategies .....160**  
8.1 Descriptoin of Data .....161  
8.2 The Model .....169  
8.3 Results .....171  
8.4 Predicted Probabilities.....185  
8.5 Analysis .....190

**Party IV: Conclusion**

**Chapter 9: Interest Groups *Are* Strategic Players in the U.S. Congress .....198**

**Appendix A: Sampled Legislative Hearings in the 106<sup>th</sup> .....206**  
**Appendix B: Policies and Bills of Respondents.....231**  
**Appendix C: Survey Questions.....236**  
**Appendix D: Probit Results .....241**  
**Bibliography .....256**