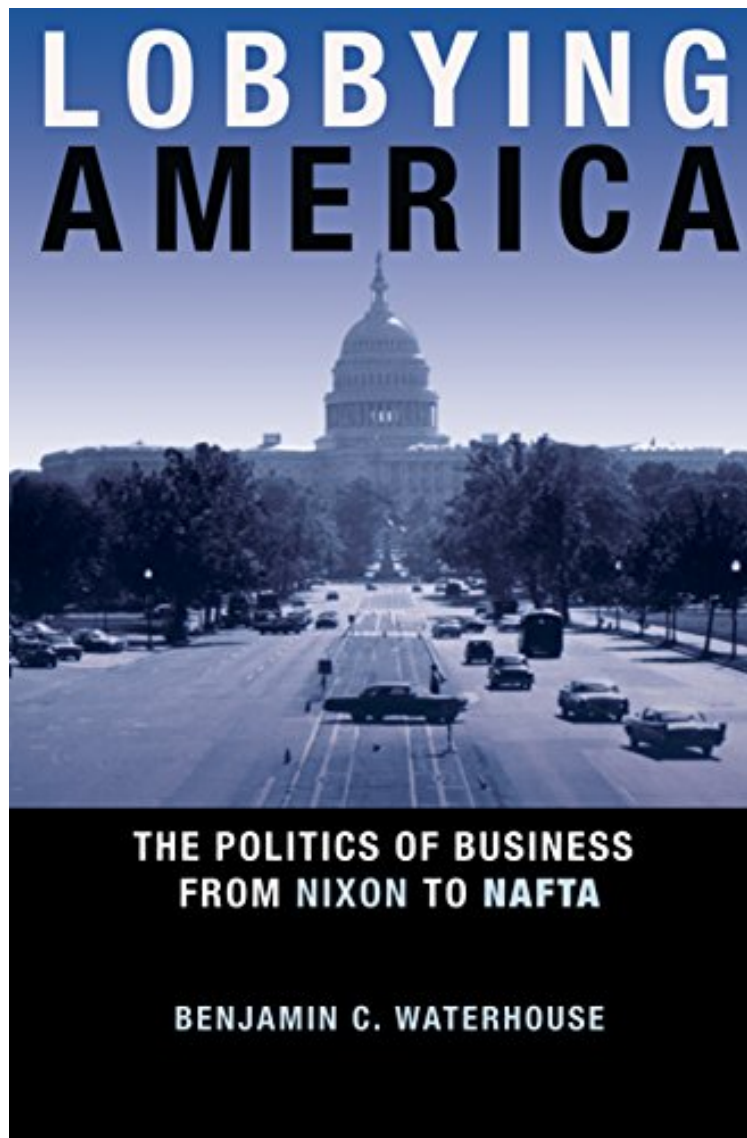


[FREE] Lobbying America: The Politics of Business from Nixon to NAFTA (Politics and Society in Modern America)

Lobbying America: The Politics of Business from Nixon to NAFTA (Politics and Society in Modern America)

Benjamin C. Waterhouse

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Benjamin C. Waterhouse : Lobbying America: The Politics of Business from Nixon to NAFTA (Politics and Society in Modern America) before purchasing it in order to gage whether or not it would be worth my time, and all praised Lobbying America: The Politics of Business from Nixon to NAFTA (Politics and Society in Modern America):

2 of 2 people found the following review helpful. A Valuable Source for Business-Industrial History in modern

AmericaBy CatoFriends of Benjamin Waterhouse loaned me their autographed copy of *Lobbying America*. It opened my eyes. Having taught history for nearly 40 years I thought I knew a lot about the story of our nation. Wow, what a mistake. I am a Great Depression baby (a rare breed indeed) and I thought I had a firm grasp of what of importance was going on in my lifetime, but I was wrong. The changes regarding government and business relations have been dramatic. For example, the formation of business-industrial lobbying during 1960s and 1970s was certainly no secret as these events were certainly transparent; however they were disparate and under-reported. Issues as Vietnam War, the rise of a drug and sex crazed counter-culture, and a myriad of political issues dominated the media. Under-reported were the growing concerns of leaders in business and industry caused by the frenetic rise of the environmental movement and labor unions--unleashed by the 1935 Wagner Act--fueled a rapidly expanding federal government. The reporting about lobbying by business and industry was obscured in the fog of war over social issues. Further, the notes in Waterhouse's book are an education in themselves. For example, Note 36 of "Chapter 1," identified the Democrats' plan for universal health care; this notion was for a long time denied. Lyndon Johnson's Social Security Administrator, Robert M. Ball, in a 1995 speech about Medicare, admitted that Social Security was the "Trojan horse" designed to bring about national healthcare. By the way, I bought *Lobbying America* and it has become one of my valued reference sources.

0 of 0 people found the following review helpful. shows totally difference from the Japan and a great book to understand the U.S. economic activities.

4 of 4 people found the following review helpful. It's both a good read, and a well researched and narrated history

By MarquetteHaving been part of the business lobby in the era Ben Waterhouse describes, not only does he capture the energy of business advocacy, but he has a compelling perspective. I am using it as a text in my courses on political economy. It's both a good read, and a well researched and narrated history. Jerry Prout

Lobbying America tells the story of the political mobilization of American business in the 1970s and 1980s. Benjamin Waterhouse traces the rise and ultimate fragmentation of a broad-based effort to unify the business community and promote a fiscally conservative, antiregulatory, and market-oriented policy agenda to Congress and the country at large. Arguing that business's political involvement was historically distinctive during this period, Waterhouse illustrates the changing power and goals of America's top corporate leaders. Examining the rise of the Business Roundtable and the revitalization of older business associations such as the National Association of Manufacturers and the U.S. Chamber of Commerce, Waterhouse takes readers inside the mind-set of the powerful CEOs who responded to the crises of inflation, recession, and declining industrial productivity by organizing an effective and disciplined lobbying force. By the mid-1970s, that coalition transformed the economic power of the capitalist class into a broad-reaching political movement with real policy consequences. Ironically, the cohesion that characterized organized business failed to survive the ascent of conservative politics during the 1980s, and many of the coalition's top goals on regulatory and fiscal policies remained unfulfilled. The industrial CEOs who fancied themselves the "voice of business" found themselves one voice among many vying for influence in an increasingly turbulent and unsettled economic landscape. Complicating assumptions that wealthy business leaders naturally get their way in Washington, *Lobbying America* shows how economic and political powers interact in the American democratic system.

"Waterhouse's *Lobbying America* is an intricate, well-woven history of the efforts by business to influence U.S. politics. Waterhouse tells the story of how the business community came to lobby with an increasingly unified voice against a background of societal change, shifting cultural values, and an increasingly global economy. . . . Immediately of interest to political scientists and historians, this engaging history of business, politics, and societal change will find a wider audience among readers interested in national politics."--Choice

"*Lobbying America* is a deeply researched, persuasively argued study that makes important contributions to our understanding of the relationship of business and politics."--Elizabeth Fones-Wolf, *Journal of American History*

"The era explored by Waterhouse is rich with complex details. Managing such complexity is a monumental task. Ultimately, Waterhouse succeeds in convincing the reader that corporate lobbyists working on 'small details and short-term benefits' supplanted lobbyists focused on 'big-ticket ideological issues.'"--Scott H. Ainsworth, *Economic History*

"[Waterhouse's] focus on business lobbying is perceptive and elegantly written and Waterhouse has made an important contribution to the literature on business and politics in the twentieth century."--Gregory L. Schneider, *American Historical Review*

"*Lobbying America* explores the fractious history of business influence over American politics and brilliantly charts the business establishment's post-1970 counteroffensive against what its leaders saw as oppressive taxation, regulatory overreach, and an arrogant union movement. Attuned to the political successes and failures of organized business, Waterhouse has produced a must-read for anyone who wishes to understand the United States' late twentieth-century embrace of free market ideology."--Edward Balleisen, *Duke University*

"In crisp, lucid prose, Waterhouse makes a convincing case for the success of pro-business mobilization during the 1970s and 80s. Waterhouse shows corporate lobbyists reacting to and learning from their opponents in the environmental, consumer, and labor movements, and ultimately leveraging

economic upheavals to split those forces and control the terms of debate, if not always the outcomes. This go-to book integrates a lively archival account into the larger narrative of conservative counterrevolution."--Bethany Moreton, University of Georgia

"This outstanding book provides an important and surprisingly underexamined history of the political mobilization of the business community during the 1970s."--Julian Zelizer, Princeton University

"Lobbying America makes a superb contribution to our understanding of the political mobilization of business in the 1970s and after. With its groundbreaking archival work on the rise of the Business Roundtable, the evolution of the Chamber of Commerce and National Association of Manufacturers, and the fissures that emerged in the business coalition during the 1980s, this is essential reading for anyone who wants to understand the history of the power of business in our political life today."--Kim Phillips-Fein, author of *Invisible Hands*

About the Author Benjamin C. Waterhouse is associate professor of history at the University of North Carolina, Chapel Hill.