LOBBYING ORGANIZATIONS IN WASHINGTON, DC

Alpine Group
Established in 1995, the Alpine Group, Inc. is a mid-sized, successful consulting firm dedicated to providing its clients with individualized lobbying assistance on tax, trade, agricultural, environmental, energy, and a variety of other issues.
www.alpinegroup.com

American Conservative Union
The American Conservative Union is the nation’s oldest conservative lobbying organization. ACU’s purpose is to effectively communicate and advance the goals and principles of conservatism through the support of capitalism, belief in the doctrine of original intent of the framers of the Constitution, confidence in traditional moral values, and commitment to a strong national defense.
www.conservative.org

American Continental Group
The American Continental Group is a professional advocacy firm specializing in comprehensive government relations and public affairs services. The firm bridges the divide between clients and government leaders—providing strategic counsel, skillful government relations, and effective public affairs representation before decision makers.
www.acgrep.com

American Defense International
American Defense International provides its clients with the guidance and access required to achieve their goals on Capitol Hill and throughout the Washington, DC area.
www.americandefense.net

American Petroleum Institute
The purpose of the American Petroleum Institute (API) is to promote the interests of the petroleum industry in both the public and private sectors. For its members, API conducts research and supplies information on petroleum issues through a number of industry journals and reports. According to API, in its government relations, it desires to maintain cooperation between the government and industry in national matters, and to promote the domestic and foreign trade of petroleum products.
www.api.org

Barbour Griffith & Rogers
Founded in 1991, Barbour Griffith & Rogers (BGR) brings together some of the most accomplished public policy advocates in America. BGR’s lobbyists have a diverse range of backgrounds, having served in the White House, Congress, in senior-level positions in executive agencies, gubernatorial, congressional, and presidential campaigns.
www.bgrdc.com

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**Carmen Group**
Carmen Group is a large lobbying organization that represents clients in a range of industries including: defense, healthcare, homeland security, international trade, postal, procurement, transportation, water, and marketing industries.
www.carmengroup.com

**Children’s Defense Fund**
The Children’s Defense Fund (CDF) provides a strong, effective voice for all the children of America who cannot vote, lobby, or speak for themselves. It pays particular attention to the needs of poor and minority children and those with disabilities. CDF educates the nation about the needs of children and encourages preventive investment before they get sick or into trouble, drop out of school, or suffer family breakdown.
www.childrensdefense.org

**Ibarra Strategy group (ISG)**
ISG is a Washington, DC-based lobbying and public relations company which boasts that it has strong ties with Hispanic leaders and grassroots organizations across industry sectors including business, government, and non-profit.
www.ibarrastrategy.com

**National Council of La Raza**
The National Council of La Raza—the largest national constituency-based Hispanic organization and the leading voice in Washington, DC for the Hispanic community—is a private, nonprofit, nonpartisan, tax-exempt organization established to reduce poverty and discrimination and improve life opportunities for Hispanic Americans. Four major functions provide essential focus to the organization's work: capacity-building assistance; applied research, policy analysis, and advocacy; public information efforts; special and international projects.
www.nclr.org

**National Federation of Independent Business**
The National Federation of Independent Business (NFIB) is the largest advocacy organization representing small and independent businesses in Washington, DC, and all 50 state capitals. NFIB’s purpose is to impact public policy at the state and federal level and be a key business resource for small and independent business in America.
www.nfib.com

**Squire Patton Boggs**
Squire Patton Boggs is a general practice law firm and high-powered lobbying firm, associated with Qorvis Communications. In addition to their Washington, DC headquarters, they maintain offices in Anchorage, Dallas, Denver, Northern Virginia, and Doha, Qatar.
www.pattonboggs.com

**Quinn Gillespie & Associates**
Quinn Gillespie & Associates (QCA) is a Washington, DC public relations and lobbying firm. They are a bipartisan public affairs firm that provides strategic advice, public relations services, and government representation to corporations, trade associations, and issue-based coalitions.
www.quinngillespie.com
INTERVIEW TYPES

Screening Interview: The screening interview does just that—screen out candidates whose qualifications don’t meet the job specifications. The first interview is typically conducted by a human resources professional and will probably focus more on your resume and qualifications than anything else. Screening interviews may be conducted in person, by telephone, or by video conferencing (see Telephone Interview and Video or Skype Interview sections).

- Articulate your skills and what you accomplished at each previous job experience.

Second Interview: Second round interviews are often more difficult to prepare for because their purpose is more subtle—to determine which candidates will best “fit” with the company. Second interviews may be comprised of behavioral and competency-based questions (see Behavioral Interview and Competency-based Interview sections).

- Ask questions about the work environment.
- This stage may also include reference checks and testing.

Case Study Interview: Consulting firms and certain financial institutions may include a case study or word problem based on a real-life or simulated consulting situation as part of their interview process. In this instance, the interviewer will present you with a case study and ask how you would approach and solve the dilemma at hand. The interviewer is simply trying to determine your analytical abilities through this interview method, so try not to get flustered!

- You can usually ask relevant questions in your efforts.
- There are a number of online and hardcopy resources available through the Office of Career Services to help you prepare for these types of interviews.
- It is also imperative to be part of a student study group and practice together since these interviews are very demanding.

Behavioral Interview: In these interviews, the interviewer will ask you to talk about a real situation you’ve encountered and your response to that situation. A sample question could include, “Tell me of an incident when you failed,” instead of a hypothetical question such as “How you would handle a mistake or failure?” The employer assumes this will be a good indicator of how you would handle situations in the future.

- Stay calm and answer the question as completely as you can, using the SAR formula as your guide:
  - S – What was the situation or problem that you were presented with?
  - A – What action did you take? (Specifically highlight the skills used.)
  - R – What were the results of your actions? (Be specific and quantify results when possible.)

Smith Dawson & Andrews
Smith, Dawson & Andrews is a government relations and lobbying firm that works to develop federal communications and legislative strategies that advance public policy and business development agendas, as well as obtains implementation funds.
www.sda-inc.com

Wexler Walker
Wexler and Walker Public Policy Associates is a Washington, DC lobbying and consulting firm specializing in international affairs and trade advocacy. It is an independent unit of Hill & Knowlton. Wexler had been an assistant to President Jimmy Carter for Public Liaison.
www.wexlerwalker.com