
SUCCESSFUL LOBBYIST HANDBOOK



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How does the Lobby works?

Lobbyists are delegates that don't represent countries but private or state companies.

The represented companies include:

- Chevron (USA, oil and gas)
- Lockheed Martin (USA, arms)
- China National Offshore Oil Corporation (CNOOC) (China, oil and gas)
- Rosoboronexport (Russia, arms)
- Huawei Technologies (China, technology)
- Raytheon (USA, arms)
- Gazprom (Russia, oil and gas)

The role of lobbyists is to influence the resolutions in their respective areas of interest in favor of their company. For lobbyists whose companies have ties to certain countries, it is encouraged to aid their allied countries with their objective in the negotiations by using their resources to 'nudge' other delegates.

Lobbyists can attend any session they wish, unless they are directly prohibited from attending. Such scenarios may come into action during the sessions of the Security Council, or when the lobbyist is banned from a certain committee by its chairboard.

How do lobbyists work?

Each lobbyist receives a sum of money which makes approx. 0.01% of their company's net worth, which they can use to "motivate" delegates.

In certain cases, such a 'motivating gift' could be seen as an act of bribery. For those reasons, officers of the Interpol will be present at the conference. In case of suspicion, they are given authority to interrogate all personnel under following conditions:

- Lobbyists
 - Lobbyists have a lawful obligation to cooperate with Interpol if asked to do so.
- Delegates
 - Delegates may choose to cooperate voluntarily, or invoke their diplomatic immunity. If so, Interpol may request a public hearing in their respective committee, during which the delegate is required to cooperate.
 - Public hearing has to be requested by Interpol and approved by the committee chairboard. The delegate has a right to appeal against such hearing. The appeal is accepted by their respective committee with a simple majority vote.

If understood as bribery, Interpol officers have the authority to seize the bribe, fine the lobbyist or freeze finances of both delegates and lobbyists.

Position papers

Every lobbyist has to write a position paper. Include the following points:

- *What topic(s) discussed at the conference are important to your company? What committee/council will be important to you?*
- *Which countries might be your allies? Which countries might need 'persuading'?*
- *What is your company's primary objective for each topic of interest?*

Tips

You chairs have collected a set of recommendations for your successful lobbying efforts:

- Interact with your allied countries. Write amendments that support your objectives beforehand and let the delegates introduce them.
- Use your money (uhm, what, charm, of course) to persuade other countries, not those that are your allies by default, to support favorable amendments.
- Only lobby in relevant committees when they discuss relevant topics. You wouldn't want to spend your precious resources on irrelevant stuff.
- Uphold accountability! When you see someone doing unethical behaviour like bribing, speak up! Interpol will love to hear about it :)
- And, last but not least, have fun!

In case of any questions, don't hesitate to reach out!

Your chairs,
Nela and Klárka