

Lesson 6 - Lobbying, Trade Missions, Embassies, and Consulates

We will examine the roles that corporations play in setting domestic and international policy in Canada and abroad. We will learn about Export Development Canada and the support services it offers.

Lobbying (1 of 2)

Lobbying refers to communication with a government official, politician, or political aide for the purpose of influencing legislative action. It includes the time spent to prepare and submit oral and written proposals for, or testimony or analyses concerning, existing or proposed government legislation. Lobbying is conducted by lobbyists. These people are paid for their activities.



Lobbying (2 of 2)

Lobbying is a legitimate part of our democratic system. People, organizations and businesses have the right to express their opinions to decision makers on issues that are important to them. In Canada, lobbying is controlled so that it happens in a transparent manner. Canadians have the opportunity to know who is lobbying public office holders and in which context.

Canada Distinguishes 2 Different Types of Lobbyists (1 of 2)

Consultant Lobbyists

These are consultants who are paid to lobby on behalf of clients. They may be consultants in public relations or in marketing, lawyers, notaries, engineers, or accountants whose functions include lobbying. Consultant lobbyists must register within 10 days of entering into an undertaking and must advise the Registrar of Lobbyists within 30 days of the completion or termination of an undertaking. The consultant lobbyist must file a return every six months after commencing an undertaking, or file every six months following an amendment or change to information regarding an undertaking.

Canada Distinguishes 2 Different Types of Lobbyists (2 of 2)

In-house lobbyists (corporations and organizations)

These are salaried employees of either corporations or non-profit organizations who lobby on behalf of their employer. It is the officer responsible for filing the disclosures (the most senior officer of the corporation or organization) who must file on behalf of the corporation or organization. The disclosure must be filed within two months of undertaking to do lobbying activities if the sum of the duties related to lobbying of all paid employees is equal to a significant part of the duties of one equivalent employee, consisting of at least 20 percent of that person's duties over a six-month period or during any one of those months. Thereafter, the officer responsible for filing returns must file a return every six months.

Assignment #1 - Ethical Lobbying

▶ [See Handout](#)

Trade Missions (1 of 2)

An important task of Canada's Department of Foreign Affairs and International Trade (DFAIT) is to promote foreign trade. Trade officials are stationed at Canadian embassies and consulates around the world. They assist Canadian businesses seeking foreign opportunities and foreign businesses seeking Canadian business connections.



Affaires étrangères et
Commerce international Canada

Canada

Trade Missions (2 of 2)

When DFAIT recognizes a foreign market opportunity, they will sometimes organize a trade mission. The purpose of a trade mission is to send a group of government representatives and corporate executives to learn first hand about the market, meet important business and government leaders face to face, and make contacts with people interested in their products. The impact of the group visit is enhanced by the DFAIT officials who have publicized the visit and made initial contacts with trade associations and import and export-oriented organizations.

Assignment #2 - Export Development Canada

▶ [See Handout](#)

Embassies and Consulates (1 of 4)

An embassy is the office of a country's diplomatic representatives in the capital city of another country. The rules for establishing embassies are established in accordance with the provisions of the Vienna Convention on Diplomatic Relations 1961. A Diplomatic Mission in a foreign country is called an Embassy and the head of mission is called Ambassador. The embassy of a Commonwealth country in another Commonwealth country is called a High Commission. The head of mission is called High Commissioner. High Commissions and Embassies perform the same functions and have the same status.

Embassies and Consulates (2 of 4)

A Consular Mission is the office of a country's consular representative in another country, either in the capital city or in another significant city. Consular representatives undertake a more restricted range of duties than diplomatic representatives. Their prime task is to protect the interests of the nationals of their countries. There are four different levels of Consular representatives (in descending order of importance): Consul-General, Consul, Vice-Consul, and Consular Agent. The offices of these representatives are called Consulate-General, Consulate, Vice-Consulate and Consular Agency, respectively.

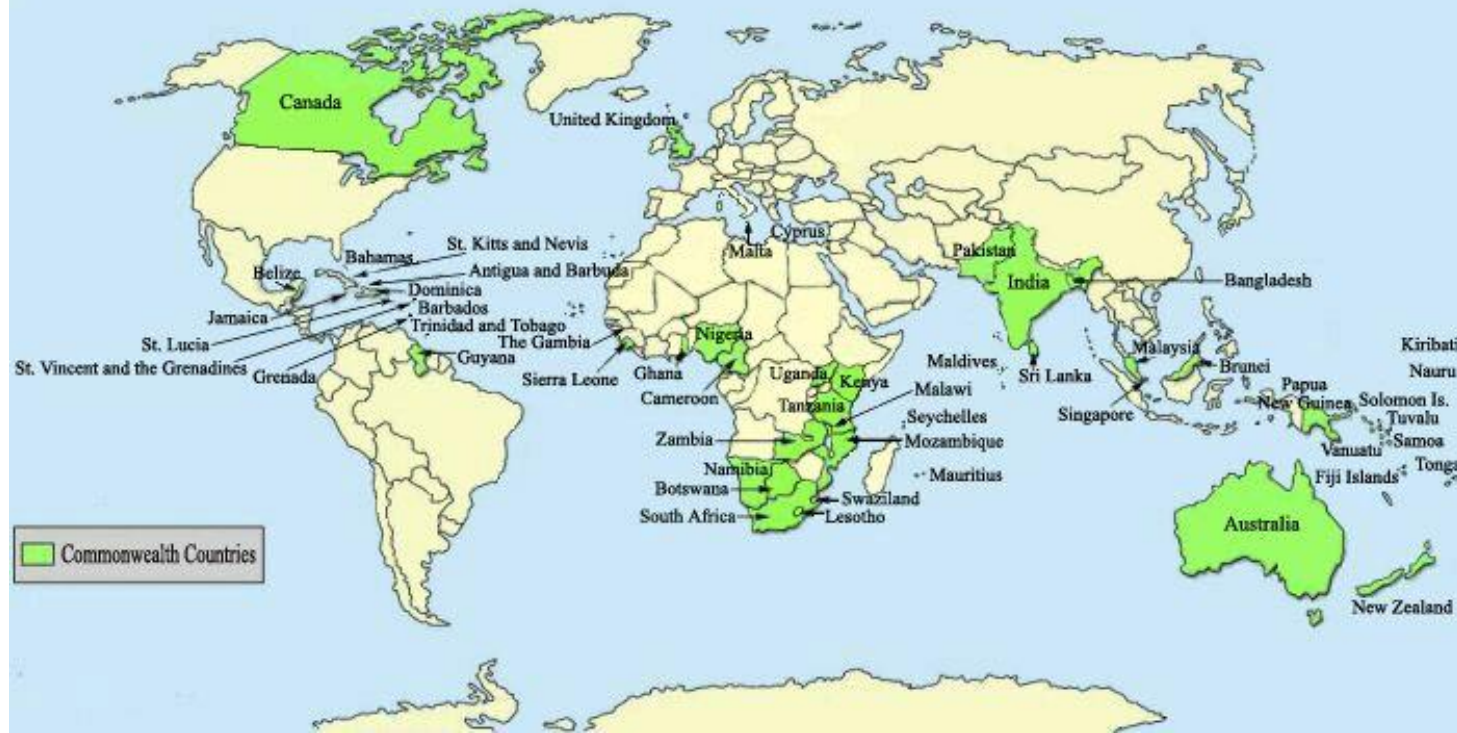
Embassies and Consulates (3 of 4)

Consular representatives may be career diplomats or volunteers known as honorary consuls. Career officers are normally nationals of the country they represent and members of that country's diplomatic or consular service. Honorary consuls are usually permanent residents of the country in which they work and may be nationals of the country in which they live or of the country that they represent. Honorary Consulates do not provide the same services as a Diplomatic Mission.

Embassies and Consulates (4 of 4)

In some Commonwealth countries, the senior consular missions of other Commonwealth countries are called Deputy High Commissions and the heads of these offices are called Deputy High Commissioners.

COMMONWEALTH COUNTRIES



Assignment #3 - Embassies & Consulates

▶ [See Handout](#)

Read the Following Article: U.S. Group Wants Canada Blacklisted Over Piracy

- ▶ See Handout for Article by Barrie McKenna
- ▶ Assignment #4 - Answer the questions at the end of the article