Abstract

The article analyses lobbying as a mechanism for influencing power in international trade relations. It exposes its origins and the means by which it has developed, as well as its structure, organization and some experiences. It gives specific details of how it is used, deciding that it is healthy when countries and companies become more international as it can overcome trade barriers. However it advises that it should not be incorporated into Latin American legislation as this encourages multinationals to further exercise power over the political and administrative structures of the regions countries. The article includes a study of the first and only law incorporating it into Latin American legislation in Peru, criticising the decision to do so. It concludes that although there is an interest in strengthening institutions in Latin America, the motive for its use as a mechanism for imposing private interests on the powers of the State are not clear.

Keywords

lobby, internationalization, trade barriers, subsidies and rights to compensation, lobbyist, lobby and representative