

Brief Course Outline

Course Title: **Business Government Relations**

Course Number and Section

MOS

3353F 550

Instructor Name(s): Jesse Helmer

Instructor Email(s): jhelmer@uwo.ca

Disclaimer: Information in the brief course outline is subject to change. The syllabus posted on OWL Brightspace is the official and authoritative source of information for the course.

Course Description:

What is the nature of the relationship between business and government? How do they influence and shape one another? Which sector and actors exercise the most influence and power when it comes down to achieving specific policy outcomes?

The purpose of this course is to introduce the complex interrelationships between business and government in Canada. The resulting institutional and policy outcomes are discussed and evaluated. The course will prepare students to meet managerial requirements and to participate in complex decisions when changing laws, regulations, and other governmental factors that have major long-term implications. In addition to case situations and readings on current issues, selected speakers from business and government will add their expertise.

Learning Outcomes: one outcome per entry

Have a basic understanding of the nature of the relationships between business and government in Canada at the federal, provincial and municipal level;

Be able to analyze business strategies and tactics directed at governments;

Understand the nature of the state and Canadians' different understanding of the role of the state, as it pertains to business-government relations;

Be exposed to the dynamic and changing structure of the relationship between the business sector and the Canadian state; and

Appreciate the influence of the growing global economy on business-government relations in Canada.

Textbooks and Course Materials:

Hale, G. (2018). *Uneasy Partnership: The Politics of Business and Government in Canada*, Second Edition. Toronto, ON: University of Toronto Press, p. 446. Available online through the library via Scholars Portal. (Purchase cost approx. \$52.95).

In addition to this text, a range of materials including academic journals, media reports, podcasts and videos may be drawn upon as course materials. Readings are listed in the

course schedule, and when possible will be made available in OWL Brightspace.

Methods of Evaluation: one assignment per entry

Assignment	Due Date mm/dd/yy	Weight - %
Class Contributions - Active participation in all class discussions and activities, evaluated based on in-class contributions during lectures, small group, and individual activities.	Rolling basis	20
Lobbying Analysis	09 October at 22:00 on OWL Brightspace	10
Businesses and Federalism Memo - 1,000-word memo examining how Canadian federalism functions in practice for a Canadian business, focusing on trade policy and workforce development / immigration pathways.	30 October at 22:00 on OWL Brightspace	10
Team Presentation - Teams of 2-3 students on a ~20-minute presentation to the class.	In class as scheduled	15
Outline - Outline of the final paper describing structure, selected company, interview plans, data and research sources.	20 November at 22:00 on OWL	5
Final Paper - Government relations plan OR advocacy analysis for a Canadian company addressing trade policy and workforce/immigration pathways, incorporating an interview with a business leader conducted through ImpactLab London.	09 December at 22:00 on OWL	20

Friday, August 28, 2026

Huron Brief Course Outline 2026/27

In-course Costs \$000.00

For Textbooks and Course Materials (below), you are required to include the cost of each textbook or other

learning material.

Note whether there are any restrictions that would prevent a student from using a second-hand copy. Here is some suggested text:

- Required textbook: [author, title, edition, publisher, date]. Cost: [insert amount].
 - Or include the weblink of the textbook's publisher site that includes the cost information.
- Students need to purchase this edition. Second-hand or older editions will not be sufficient.
- OR Students are welcome to purchase second-hand or earlier editions of this textbook.
- This course has an optional field trip that costs [insert amount].
- This course has a required field component that costs [insert amount].

In solidarity with the Anishinaabe, Haudenosaunee, Lūnaapéewak, and Chonnonton peoples on whose traditional treaty and unceded territories this course is shared.