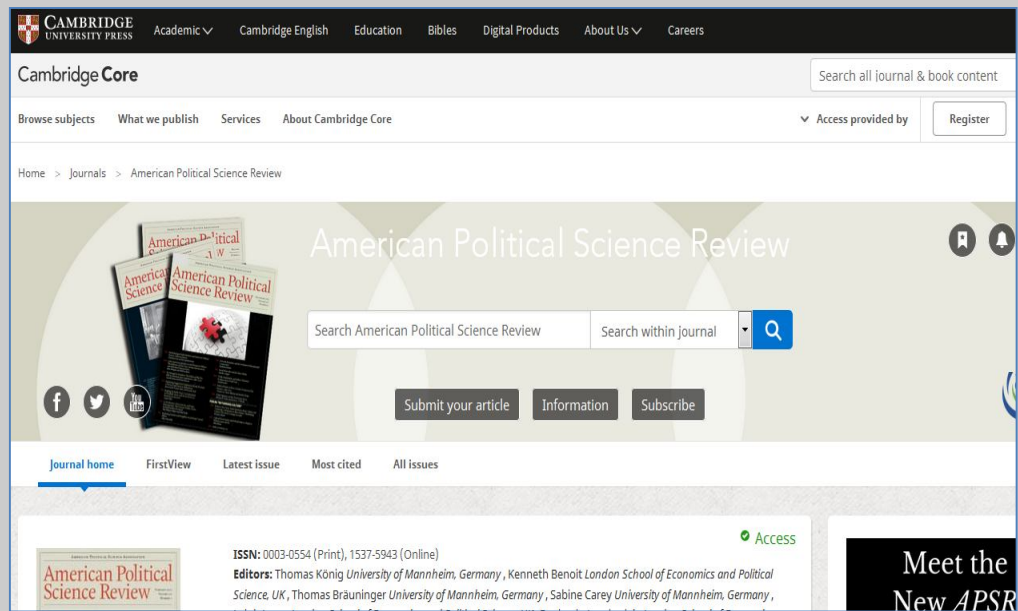


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Subject

Political science – America - Reviews - periodicals

Accessibility

On Subscription basis

Language

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Publisher

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Brief History

APSR has published continuously since 1906. American Political Science Review is sold ONLY as part of a joint subscription with Perspectives on Politics and PS: Political Science & Politics. The current editor-in-chief is Thomas König (University of Mannheim).

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American Political Science Review is political science's premier scholarly research journal, providing peer-reviewed articles and review essays from subfields throughout the discipline. Areas covered include political theory, American politics, public policy, public administration, comparative politics, and international relations.

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### Political Cleavages within Industry: Firm-level Lobbying for Trade Liberalization

IN SONG KIM <sup>(\*)</sup> [ORCID](#)

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**Abstract** Existing political economy models explain the politics of trade policy using inter-industry differences. However, this article finds that much of the variation in U.S. applied tariff rates in fact arises within industry. I offer a theory of trade liberalization that explains how product differentiation in economic markets leads to firm-level lobbying in political markets. High levels of product differentiation eliminates the collective action problem faced by exporting firms while import-competing firms need not fear product substitution. To test this argument, I construct a new dataset on lobbying by all publicly traded manufacturing firms from reports filed under the Lobbying Disclosure Act of 1995. I find that productive exporting firms are more likely to lobby to reduce tariffs, especially when their products are sufficiently differentiated. I also find that highly differentiated products have lower tariff rates. The results challenge the common focus on industry-level lobbying for protection.

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