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*Title:* The impact of states and business associations' relationships on foreign economic policy (Institutionalization of relationships between the state and business associations as a factor of a foreign economic policy)

This report presents the research focused on the institutionalization process of the relationship between business associations representing and protecting their economic interests and the state within the framework of making and executing political decisions. The main factors of this process have been identified, among which are: formal regulatory rules and informal norms of actors' activities; management standards; transparency about goals, results and funding; prioritization of cooperation projects with the state; business climate. The mechanisms of these factors at work are analyzed based on the example of the practical activities of three business associations in Russia and Italy, and their implications on the economic development of respective countries.