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Media relations professionals must know how to stay ahead of the game to be effective in today's complex world. It is no longer enough that they craft news releases, orchestrate interviews and build sustaining relationships with reporters. Their multiple roles now include planner, crisis manager, communicator, counselor and strategist. Called virtually an encyclopedia of media relations by one reviewer, the Fifth Edition covers relationships with reporters, spokesperson training, news conferences and special events, integrating media relations into marketing communications plans, crisis management, global media relations, ethics, establishing a media policy within the organization, measuring results and becoming a counselor to management. Its practical advice and how-to ideas draw on current case studies, most involving social media, and the authors' extensive experience in the U.S. and around the world. With a clear and fast-moving style, the Fifth Edition maintains its status as the foremost book on media relations in the corporate and nonprofit sectors. It is a must-read for prospective and current media relations professionals dedicated to maximizing their organizations' results.

This second edition maintains its status as the only full-length text on media relations in the corporate & nonprofit sectors.

With a clear and fast-moving style, the Sixth Edition maintains its status as the foremost book on media relations in the corporate, nonprofit and government sectors. The authors retained the best and enduring aspects of media relations in the previous edition while skillfully integrating all current trends, such as the increased reliance on technology, complex legal rulings and concerns about credibility that have had an impact on how professionals work with the media. On Deadline is a must-read for prospective and current media relations professionals dedicated to maximizing their organization's results. As one reviewer remarked, On Deadline is "like having a professional mentor and media consultant on speed dial." It presents all the tools necessary to plan and implement a successful media relations program, from relationships with reporters, crisis management and global media relations to spokesperson training, ethical and legal issues, news conferences and special events. New case studies illustrate the multiple roles of media relations professionals as planner, crisis manager, communicator, counselor and strategist in a world that encounters ubiquitous messages dispersed at the speed of light.

Filling a gap in current PR literature, *Essentials of Public Relations Management* takes students to the next level. Designed to help students and professionals who have mastered the fundamentals of public relations, this book develops management skills needed for further career advancement. Appropriate for those in the fields of business, communications, journalism or political science, this down-to-earth study of the practical application of public relations covers: Relating to clients, Managing staff, Conducting and applying research, Coping with crises, Handling finances, Understanding the power and the problems of technology, Recognizing actual and potential legal issues, Defining professional ethics A Burnham Publishers book.

*Cases in Public Relations Strategy* draws on original, real-world case studies to provide students with a strategic approach to meeting the needs of a client before, during, and beyond a campaign. Using the RACE (Research, Action Planning, Communication, and Evaluation) model, students explore successful contemporary campaigns and evaluate best practices in all major areas of public relations activity. This practical, client-oriented text shows students how to systematically evaluate and adapt to the needs of a particular client—whether big or small, global or local, for-profit or nonprofit—in order to launch the most effective campaign. Each case includes a brief introduction focused on fundamentals and core competencies, and all cases have been carefully selected to present a wide range of client types. In addition to the lessons from professionals in the case studies, a section on PR consulting and an appendix on advancing your PR career give students the knowledge and skills they need for success in the field. Give your students the SAGE edge! SAGE edge offers a robust online environment featuring an impressive array of free tools and resources for review, study, and further exploration, keeping both instructors and students on the cutting edge of teaching and learning. Learn more at [edge.sagepub.com/stjohn](http://edge.sagepub.com/stjohn).

"This book offers an evidence-based perspective on the modern practice of media relations, primarily focusing on the development and strategic execution of a media relations program for a variety of organizations. It is targeted to students in advanced courses in public relations or communications, and to entry and mid-level public relations and media relations practitioners. Even with that being the case, we have written it with the knowledge that many colleges and universities don't have room in the curriculum for a stand-alone media relations course"--

The second edition of *Pitch, Tweet, or Engage on the Street* offers a modern guide for how to adapt public relations strategies, messages, and tactics for countries and cultures around the globe. Drawing on interviews with public relations professionals in over 30 countries as well as the author's own experience, the book explains how to build and manage a global public relations team, how to handle global crisis communication, and how to practice global public relations on behalf of corporations, non-profit organizations, and governments. It takes readers on a tour of the world, explaining how to adapt their campaigns for Asia-Pacific, Europe, the Middle East, the Americas, and Sub-Saharan Africa. Along the way, readers are introduced to practitioners around the globe and case studies of particularly successful campaigns. This new edition includes updates to country profiles to reflect changes in each local context, as well as expanded coverage of social media and the role of influencer engagement, and a brand-new chapter on global crisis communication. The book is ideal for graduate and upper-level undergraduate public relations students, as well as practitioners in intercultural markets.

Packed with cultural, company, and country examples, this book offers a mix of theory and practical applications covering globalization, global branding strategies, classification models of culture, and the consequences of culture for all aspects of marketing communications. The author helps define cross cultural segments to better target consumers across cultures and features content on how culture affects strategic issues, such as the company's mission statement, brand positioning strategy, and marketing communications strategy. It also demonstrates the centrality of value paradoxes to cross cultural marketing communications, and uses the Hofstede model or other cultural models to help readers see why strategies based on cultural relationships in one country cannot be extended to other countries without adjustments. Updates to the new edition include: Up-to-date research on new topics, including: culture and the media, culture and the Internet, and a more profound comparison of the different cultural models. Includes discussion of how Covid-19 has impacted globalization. More examples from major regions and countries from around the world. Broader background theory on how people use social media and extensive coverage of consumer behavior A range of online instructor resources complement the book, including downloadable advertising images from the book, chapter-specific questions and key points, and video examples of advertising from around the world.

Developed for advanced students in public relations, *Cases in Public Relations Management* uses recent cases in public relations that had outcomes varying from expected to unsuccessful. The text challenges students to think analytically, strategically, and practically. Each case is based on real events, and is designed to encourage discussion, debate, and exploration of the options available to today's strategic public relations manager. Key features of this text include coverage of the latest controversies in current events, discussion of the ethical issues that have made headlines in recent years, and strategies used by public relations practitioners. Each case has extensive supplemental materials taken directly from the case for students' further investigation and discussion. The case study approach encourages readers to assess what they know about communication theory, the public relations process, and management practices, and prepares them for their future careers as PR practitioners. New to the second edition are: 27 new case studies, including coverage of social media and social responsibility elements New chapters on corporate social responsibility (CSR) and activism End-of-chapter exercises Embedded hyperlinks in eBook Fully enhanced companion website that includes: Instructor resources: PowerPoint presentations, Case Supplements, Instructor Guides Student resources: Quizzes, Glossary, Case Supplements

The nature of the communicator's job has changed dramatically over the last decade. While communicators still prepare speeches, press releases and articles for corporate magazines, they are now being asked to perform managerial duties such as planning, consulting stakeholders and advising CEO's and vice presidents. *Communication Planning* focuses on these additional responsibilities and examines the role of integrated planning in modern organizations. Sherry Ferguson's comprehensive study includes the theoretical foundations of communication planning and strategic approaches to planning for issues management.

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