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perspective

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**Global Public Relations and Communication Management:  
A European Perspective**

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## **Global public relations and communication management: A European perspective**

### **Keywords**

international public relations, international communication management, global public relations, global communication management, chief communication officer

### **Abstract**

The paper reviews the status of international public relations research and reports on a pan-European study into international communication practices in the corporate sector. It is based on a quantitative survey of 579 heads of corporate communication from 21 European countries and a semi-structured qualitative survey of 42 chief communication officers (CCOs) in large multinationals from 12 European countries. Results reveal that international public relations is a part of daily business for more than 90 percent of CCOs in Europe, with nearly a quarter of them dealing with 20 countries or more. Sensitivity to multiple cultures while preserving core identity and ability to change are the main challenges, along with the language(s) problem where introduction of English as the business *lingua franca* is only a partial solution. Only about a half of CCOs reported solid structures for international public relations operations.

## **Global public relations and communication management: A European perspective**

Globalization is increasing economic, social, and political interdependencies around the world. Consequently, public relations as a discipline is more often charged with managing communication and relationships between organizations and their stakeholders on an international level. As more actors consciously use public relations globally, its description and explanation gain in importance. Yet “[i]n a global context, systematic empirical research in public relations is rare” (Verčič, 2013a, p. 17).

Although there is a noticeable rise in publications on *international and global public relations*, Wakefield (2011) noted “the scarcity of theory specific to public relations in global organizations.” Ni (2013) proposed two major perspectives for the examination of public relations in the global(ization) context: cross-cultural comparison (comparing practices in different countries) and intercultural interaction (communication in intercultural settings). Curtin and Gaither (2007) identified four clusters of studies in international public relations: (1) analyses of how national cultures influence public relations practice, (2) analyses of the relevance of US-centric public relations models in other countries, (3) comparisons of public relations practices across regions or countries through case studies, and (4) studies of international public relations practiced by governments. One can note that many authors from the United States classify studies done in other countries as international public relations. In a recent study, Jain, De Moya, and Molleda (2014) reviewed articles on international public relations published from 2006 to 2011 in 12 peer reviewed journals. They found that 77% of 200 journal articles identified were concerned with domestic public relations practice in a region/nation other than the US, only 18% with cross-country analyses and 5% with global issues or organizations. International public relations in academic journals predominantly means public relations practiced in a country other than the home country of the publication (and is often written by domestic researchers from within those countries and cultures). There is an obvious scarcity of empirical research on international and global public relations.

This article tries to close the research gap by reviewing the status of international public relations theorizing and research and reporting on a pan-European study into international public relations practices in the corporate sector. Multinational enterprises are at the very center of economic globalization (Kleinert, 2001). How do they and how should they practice international public relations?

## Literature review

Sharpe and Pritchard (2004) noted that “[t]he development of public relations as a profession globally correlates with historical developments in three areas: communication, democracy, and global social interdependence” (p. 35). Indeed, as Sriramesh (2008) summarized: “Globalization seems to be the hallmark of the 21st century just as democratization was the legacy of the 20th century” (p. 409).

Verčič, Grunig, and Grunig (1996) proposed a framework of *generic principles and specific applications* for international public relations. Organizations should have core competencies and policies that are valid worldwide, while at the same time their implementation in different parts of the world should appreciate local specialties. These they organized into five environmental variables: political ideology, economic system, degree of activism, culture, and media system. The theory of generic principles and specific applications resonates with the *Stockholm Accords* and the *Melbourne Mandate* (The Global Alliance for Public Relations and Communication Management, 2010, 2012) in emphasizing the importance of public relations for the core character and values of an organization with respectful and responsible relations with various social environments.

The notion of generic principles and specific applications resembles the broader concept of *glocalization*. Wakefield (2007) found this too rigid for a full appreciation of local stakeholders and for relationship management. He proposed an extension of the generic principles and specific application framework and termed it “world-class public relations” (Wakefield, 2011). In the *world-class public relations model* organizations should perpetually and simultaneously think global and local and act global and local. The model proposed six factors which are important for its effectiveness: purpose, executive support, staffing and teamwork, training, communication style, and response preparedness.

Building on the notion of generic principles and specific applications, Sriramesh and Verčič (2001, 2009) proposed a *theoretical framework for global public relations* in which they comprised the original five environmental variables into three factors: a country’s infrastructure (composed of the political system, legal system, level of economic development, and the level of social activism), media environment (media control, outreach, and access), and societal culture.

A special challenge for international public relations practice is “cross-national conflict shifting” which describes the situation when actions in one country also have consequences in

another country (Molleda & Quinn, 2004). With the advent of the Internet and the growing ubiquity of social media, some even argue that all public relations is becoming global and that domestic public relations no longer exists (Falconi, 2010). News of the death of domestic public relations may be exaggerated, but globalization is permeating ever greater areas of communication work, and in many ways international public relations represents the most challenging part of the profession: “It demands more work in a more complex environment” (Verčič 2009, p. 804). Not only practice, research into international and global public relations is also challenging. Gregory and Halff (2013) reviewed the challenges stemming from global complexity and claimed that they “do not propose to give up empirical research [in international and global public relations] altogether” (p. 424). Taylor (2001) urged for examination of presuppositions underlying public relations theory and research into the context of international public relations. Wakefield (2001) declared that what “public relations needs is ‘paradigm shift’ to reflect its emerging globalization” (p. 641), which is: “The global should become the strategic umbrella by which all domestic programs are carried out” (p. 643).

Cornelissen, Bekkum, and van Ruler (2006) argued towards a practice-based theoretical conceptualization of corporate communication to supplement the theoretical notion of transformation of communication from a “functionary” activity into a strategic management function (Grunig, 2006; Verčič & Grunig, 2000). Their empirical investigation covered a set of case studies in European multinational firms (Nokia, Shell, Siemens, and Philips). They found strategic positioning and cultural accommodation of the communication function as the major challenges needing further study in practice, and they highlighted the importance of organizing the communication function for organizations: “In other words, the way in which communications is organized carries important strategic and political dimensions and is also crucial for the effective support and integration of communication activities” (Cornelissen et al., 2006, p. 120). Coordination and control, centralization and decentralization of the international public relations function are among the central topics of studies in multinational corporations and organizations (Molleda, 2009), with evidence suggesting that public relations is still predominantly “practiced in a monolithic fashion with multinational agencies replicating global strategies with only minimal, if any, variations that suit local socio-political conditions” (Sriramesh & Verčič, 2007, p. 357). Wakefield (2001), echoing Botan (1992), on the other hand,

declared that “[s]uccessful public relations in the multinational is not ‘top-down’” (p. 644), but that has to be empirically investigated.

So it is important to question how practitioners are prepared for work on the global scene (Freitag, 2002; Newsom, VanSlyke Turk, & Kruckeberg, 2001), including cultural “in-awareness” (Zaharna, 2001) and considerations of indigenous local cultural practices around the world (Choi & Cameron, 2009). Multinational corporations nowadays operate predominantly in English as *the joint language* with new challenges for both native and non-native language users (Vesala-Varttala & Varttala, 2010). While there are not enough studies on the dominant Western-based multinationals, there is even less research on companies globalizing from domestic emerging economies, e.g. BRIC countries (Brazil, Russia, China, India, South Africa), which often differ from their Western competitors in that they are not private or public (listed on stock exchanges), but government (state) owned companies. We are obviously faced with growing diversity on the scene with ever more actors of different origins, values, and shapes: “Paying attention to the immense diversity that exists in the world is going to be critical to the success of public relations activities in the 21st century” (Sriramesh, 2008, p. 423). To paraphrase Sriramesh: If globalization is the hallmark of the 21st century, diversity is its character.

The literature review for this paper provided material from which research questions were generated. In the focus of the research are issues related to the practice of international public relations by practitioners in Europe and in global enterprises with headquarters in Europe. The study addresses five research questions:

RQ1: How important is international communication for European CCOs?

RQ2: What are the main challenges for international public relations practice?

RQ3: How is the international public relations function organized?

RQ4: What strategies are used to internationalize the communication function?

RQ5: What are the main challenges in international public relations for the future?

## **Method**

The research questions were addressed with a quantitative survey and semi-structured qualitative interviews. The survey was carried out in March 2013 on a sample of 579 chief communication officers in private and listed companies from 39 European countries as part of a

larger study on strategic communication, based on the largest database of PR professionals on the continent. Additionally, from June to August 2013, 42 chief communication officers of global corporations (operationalized as: a company operating in at least five countries of which at least one has to be on another continent) with headquarters in Europe (with an average of 67,000 employees) were interviewed. They were located in 12 different countries. The survey was evaluated using descriptive and analytical statistics with the software SPSS. Qualitative interviews were analyzed with an inductive content analysis; statements were summarized into core issues, chosen and classified by repeated examination and comparison.

## **Results**

### **Importance of international communication for European CCOs (RQ1)**

International public relations is a part of daily business for more than 90 percent of CCOs in Europe, with nearly a quarter of them dealing with 20 countries or more. Table 1 shows the distribution of responses to the question: “In your daily job, do you communicate internationally with different countries and markets?” There are statistically significant differences between private and public (listed) companies with the latter being more internationalized.

- Insert Table 1 here -

Differences between private and public companies also exist in numbers of countries: CCOs in listed companies deal with more countries than those in private companies. As public companies are often larger than private companies, it is possible that this difference is a consequence of the third variable, the size, but that was not controlled in this study. Table 2 shows results for the question: “How many countries do you deal with in your communication role?”

- Insert Table 2 here -

While operating in so many countries, it is not surprising that European CCOs strongly agree with a statement that “Communicating internationally is important for my organization” – again with CCOs from listed companies agreeing statistically significantly more strongly than



their colleagues from private companies (see Table 3). However, when asked about the future (“Communicating internationally will become more important within the next three years”), heads of communication from both private and public companies agree on the growing importance of international communication for their work.

- Insert Table 3 here –

Table 4 shows which regions are targeted by the communication activities of European CCOs (with multiple answers possible to this question). Europe tops the list, but nearly half of the respondents communicate in North America and around a third in East Asia, Middle East, Latin America, and South and Southeast Asia (in descending order). Markets seem to be fairly globalized today.

- Insert Table 4 here -

International public relations is very important for European CCOs, as it is taking up a large part of their work; and they believe that it will become even more important.

### **Main challenges for international public relations practice (RQ2)**

When asked to estimate how challenging different aspects of their work are when communicating internationally, especially in non-European countries, European CCOs see various problems to deal with (see Table 5).

- Insert Table 5 here -

Considering in how many countries they operate (nearly a quarter of them in 20 or more countries), it is easy to appreciate how hard it is to understand media systems and public spheres, monitor public opinion and understand stakeholders, and on that basis develop communication strategies with social, cultural, and political sensitivity. Also finding local communicators in all these countries and leading them is a challenge.

In the qualitative interviews, European CCOs presented themselves as self-reflecting and aware of complex cultural challenges. Sensitivity to cultural identities is growing in importance. Global heads of corporate communications underline individual and organizational change going along with companies going international and getting in touch with other cultures – not only geographically, but also ethically and socially. The introduction of (often quite bad) English as the business *lingua franca* is only a partial solution to the problem; often the majority of employees in production and even more customers and other stakeholders are not able to communicate in English.

Increasing sensitivity to other cultures and languages may bring about the danger of decentering one's own key values. This makes managing communication even more complicated. Developing resilience and preparing their team and the whole corporation to operate in this complex environment is a challenge for global CCOs. In the words of one interviewee:

A main challenge is the ability to make some cross-company priorities for communication and avoid getting lost in that everything is local. For most companies, markets still have more in common than they are different. So by picking a few key themes/positioning points the company is able to organize an international communications effort; of course with due respect for local differences.

(Head of Global Corporate Positioning, Denmark)

### **Organization of the international public relations function (RQ3)**

Only about a half of CCOs reported solid structures for international public relations operations, with listed companies way ahead of private companies (see Table 6).

- Insert Table 6 here -

Qualitative interviews revealed that CCOs know about the importance of central organization in international communications – given the chance that local issues might escalate on a global scale within seconds in the digital age. However, European communication leaders seem not to strive for managing local resources and personnel – thus not executing “real”

control. According to the global CCOs interviewed, there is a strong tendency to keep communication in control of the corporate headquarters – with communication being responsible for vision, mission, values, and other “soft” building blocks of a corporation. Losing control over them could endanger corporate identity and consequently reputation. But there are also companies that avoid centralized structures but practice aligned decentralization. In this case, communication leaders and their teams at the headquarters usually accept the responsibility for defining the corporate brand and story, global corporate communication standards, and the outline of organization of the communications function. In European multinational companies, local communication managers and their teams can be given a lot of freedom to implement and execute these standards, adjusted to local cultures and circumstances. However, selecting local communications personnel and defining local resources is not top in the mind of the European CCOs participating in the survey. Three statements from the qualitative survey represent these views:

Central structure (with standards and policies) is key! The rest may be democratic, but causes chaos and unwanted “independency” with strange strategies and statements.

(Head of Corporate Communication, Austria)

Aligned Decentralization: meaning headquarters responsible for the corporate story (vision, mission, values, global strategy, targets), corporate standards (global messages, policies such as corporate design and key-wording), while regional/national communications units should ensure aligned transformation in regional/national/local statements. However, online communications remain global due to the “flat world” we live in.

(Head of Corporate Communication, Switzerland)

My approach is decentralized management to be closer to the business, but with clear guidelines and a lot of communication with the central.

(Director of Communication, Spain).

#### **Strategies used to internationalize the communication function (RQ4)**

Multinationals are internationalizing communication function by implementing traditional management structures (for planning, organization, and evaluation), communicating in multiple languages, enforcing corporate design rules, and complementing their communication departments with communication agencies in host countries.

- Insert Table 7 here -

Many CCOs expressed their interest in attracting internationally experienced newcomers in the qualitative interviews: with university education becoming increasingly international along with student mobility, global CCOs recommend sourcing the best prospective potential employees based on their international experience and performance – overcoming a traditional bias towards candidates from the company’s home country. Training and enculturating excellent locals pays off: working with good people and bringing them in touch with the best practices and practitioners in headquarters is expected to produce positive results – respondents see perseverance as most important for success in this respect. There is a tendency to make all communication structures intercultural and global: global CCOs are aware of a need to rethink the whole concept of headquarters (core, home). They see developing a truly intercultural and globalized communication structure across the corporation as a significant challenge and expect positive effects both on a local and global level.

### **Main challenges in international public relations for the future (RQ5)**

According to the qualitative interviews, interplaying centralization and decentralization in the organization of the communication function will remain one of the major challenges. Integration of communication into general management will make the public relations function responsible for the development of communication competencies at all levels of the organization, while public relations specialists will be more responsible for education, training, and “special projects” which need communicative support. Communication functions are expected to move from structures predominantly linked to stakeholders and programs to more integrated approaches. CCOs of some companies expect the communications function to support key change initiatives:

We will see a move from companies that have communication departments to communicating companies.

(Head of Communication Services, Switzerland)

1) Communication skills and capabilities need to be made part of the skills set of all leaders in the organization.

2) Communication training and social media enablement for all employees.

3) Communication related items will have to be part of values, vision and mission.

(Head of Group Communication, Germany)

The communication function will be shaped by general trends that affect global companies: digitalization, change of customer needs and stakeholder expectations, increased interconnectedness, efficiency expectations as well as increasing emphasis on risk management. Communicators will act as change consultants and project managers. Communication will become more project and topic-related. This will be reflected in the organizational set-up of corporate comms.

(Head of Corporate Communication, Germany)

### **Discussion**

Corporate public relations in Europe is an international, globalizing practice, with non-profit and governmental sectors lagging behind (Zerfass, Moreno, Tench, Verčič & Verhoeven, 2013; Zerfass, Tench, Verčič, Verhoeven, & Moreno, 2014). Nearly all CCOs in European corporations (more than 90 percent of them) experience international communication as a part of their daily business and nearly a quarter of them regularly work with 20 or more countries. International public relations is therefore very important for European CCOs, and it will be even more so in the near future, although a declaration of the death of domestic public relations is premature. The main challenges for international public relations practice result from a growing diversity inside and around global companies and the need to feel it, understand it, and respond to it. Solid structures for international public relations are developed only by half of the surveyed organizations, and they range from full centralization, aligned decentralization, to full decentralization. The major challenge is to find people who are internationally and globally

socialized, able, comfortable and willing to work in a cross-cultural setting, and capable of taking international and global public relations practice to a new level of corporate public relations as an essential component of communicative global corporations.

Theoretically, the evidence confirms the *generic principles and specific applications* framework (Verčič, Grunig and Grunig, 1996) and its variations known as *world-class public relations* (Wakefield, 2011) and the *theoretical framework for global public relations* (Sriramesh & Verčič, 2001, 2009): European multinationals cultivate and nurture their core missions, visions, and values centrally, while appreciating diverse economic, linguistic, social, and political realities around the world. Balancing the two extremes seems to be an art they are trying to master. The notion of *cross-national conflict shifting* is present and highlighted by ubiquitous social and mobile media. Yet, although European CCOs underline the importance of international and global public relations practice and Cornelissen et al. (2006) warned about the importance of the way in which communication function is organized, clear structures to support global public relations managerially are often missing. What is needed in terms of research are more in-depth studies of both successful and unsuccessful organizational designs of the global communication function.

What may be the key implications of this research for the practice? International public relations is about balancing central authority (not necessarily control) and local independence. A central definition of the framework for communications (positioning, messaging, stakeholder and channel priorities) as well as central processes (planning, resources) are key and need to be aligned with the strategic priorities of the corporation as well as the overall planning process. Diversity and international experience are keys for recruitment and composition of communication professionals in corporate headquarters as well as in decentralized communication teams. Preparing for the future role of international communication means that competence and authority of the communication team needs to be developed beyond traditional qualifications. This will include improvement in change management competencies as well as general management skills. Companies need to establish a compulsory global planning process with a clear schedule. They must develop global communication initiatives (both with internal and external focus) to implement key messages and counter most important global issues, using a combination of central development, aligned execution of key projects plus a broad tool box approach to be used by local communicators. They have to establish international training

initiatives for communicators as well as an international selection process for communication staff, encourage international exchange of best practices and creative approaches in corporate communications between countries, regions, as well as divisions and functions, and establish a visible international communication performance within the company.

### **Limitations and future perspective**

This study has its limits determined by geographic and sectorial borders. These two limitations interrelate with Taylor and Kent's (1999) warning on the assumptions about ways in which public relations are practiced around the world. Although multinationals from what may become Transatlantic Free Trade Area (TAFTA), uniting Europe and North America, are probably the most similar compared to other parts of the world, Wakefield (2000) noted important differences between the US and European practices of international public relations. Therefore, any generalization of results beyond Europe needs empirical verification. It is also important to repeat that this study covers only the corporate sector (private and public, listed companies) and any generalization to NGO's and governmental organizations or agencies needs to be verified.

Limited and purposeful samples, although large for this type of research, also limit the generalizability of results. But findings are informative and there are several directions for future research that the current study warrants. Besides comparing international public relations practices of European multinationals with those from Northern America, there is an urgent need to initiate studies in multinationals from BRICS countries. As they grow bigger and more important on the global scale, it is only reasonable to assume that their practices will have consequences for the international practice of public relations. Another stream of research is needed in comparative research in international public relations between multinationals from countries with large domestic markets (e.g. the US) and those with smaller markets (e.g. Sweden): it is safe to assume that international public relations do not have the same role and importance in both cases. There are probably differences in international public relations between mature, consolidate industries (e.g. mining and oil) and young, dynamic industries (e.g. ICT), between industries that are more regulated (e.g. air travel) and less regulated (e.g. tourism), more and less globalized, and so forth.

We have just started to scratch the surface of the phenomenon, but international and global public relations has and will have even more profound effects for the lives of an ever growing number of people on the planet, so we need more and deeper research in the practice.



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## Tables

**TABLE 1**  
Communicating internationally with different countries and markets

	Listed companies		Privately-owned companies		Overall
	Frequency	%	Frequency	%	%
Yes, regularly	199	63.4	140	52.8	58.5
Yes, sometimes	89	28.3	96	36.2	32.0
No	26	8.3	29	10.9	9.5

**Notes:** n = 579 heads of communication (CCOs) of companies in Europe. The values show how many of the respondents approved each statement. Significant differences between listed and privately-owned companies (chi-square test,  $p \leq 0.05$ , Cramér's  $V = 0.209$ ).

**TABLE 2**  
Range of countries dealt with by chief communication officers

	Listed companies		Privately-owned companies		Overall
	Frequency	%	Frequency	%	%
Up to 5 countries	106	36.8	113	47.9	41.8
6 to 10 countries	59	20.5	51	21.6	21.0
11 to 20 countries	47	16.3	28	11.9	14.3
More than 20 countries	76	26.4	44	18.6	22.9

**Notes:** n = 579 heads of communication (CCOs) of companies in Europe. The values show how many of the respondents approved each statement. Significant differences between listed and privately-owned companies (chi-square test,  $p \leq 0.05$ , Cramér's  $V = 0.132$ ).

**TABLE 3**  
Importance of international communication for companies

	Listed companies		Privately-owned companies		Overall	<i>t</i>	<i>df</i>
	M	<i>SD</i>	M	<i>SD</i>	M		
Communicating internationally is important for the organization	4.26	1.131	4.03	1.226	4.15	2.377*	543
Communicating internationally will become more important within the next three years	4.22	1.083	4.12	1.118	4.17	1.042	554

**Notes:** n = 579 heads of communication (CCOs) of companies in Europe. All items are measured on a 5-point scale ranging from 1 (strongly disagree) to 5 (strongly agree). \* =  $p \leq 0.05$ .

**TABLE 4**  
Regions targeted by international communication activities

	Listed companies		Privately-owned companies		Overall
	Frequency	%	Frequency	%	%
Europe	286	99.3	234	99.2	99.2
North America	124	43.1	97	41.1	42.2
East Asia	92	31.9	67	28.4	30.3
Middle East	84	29.2	64	27.1	28.2
Latin America	90	31.3	62	26.3	29.0
South and Southeast Asia	78	27.1	62	26.3	26.7
Africa	64	22.2	45	19.1	20.8
Pacific	51	17.7	47	19.9	18.7

**Notes:** n = 579 heads of communication (CCOs) of companies in Europe. The values show how many of the respondents approved each statement.

**TABLE 5**  
Major challenges of international public relations practice in non-European countries

	Listed companies		Privately-owned companies		Overall	$\chi^2$	$\Phi$
	M	<i>SD</i>	M	<i>SD</i>	M		
Developing communication strategies with social, cultural, and political sensitivity	3.86	1.004	4.00	0.979	3.93	9.859*	.145
Monitoring public opinion and understanding stakeholders	3.83	0.979	3.98	1.044	3.90		
Understanding structures of media systems and public spheres	3.72	1.066	3.86	1.053	3.78		
Hiring and leading local communication experts for the organization	3.39	1.178	3.36	1.203	3.38		

**Notes:** n<sup>min</sup> = 450 heads of communication (CCOs) of companies in Europe. All items are measured on a 5-point scale ranging from 1 (not challenging) to 5 (very challenging). \* = p ≤ 0.05.

**TABLE 6**  
Existing structures and strategies for international communication

	Listed companies		Privately-owned companies		Overall	<i>t</i>	<i>df</i>
	M	<i>SD</i>	M	<i>SD</i>	M		
My organization has solid structures and strategies for international communication	3.67	1.155	3.37	1.164	3.53	3.096**	559

**Notes:** n = 579 heads of communication (CCOs) of companies in Europe. All items are measured on a 5-point scale ranging from 1 (strongly disagree) to 5 (strongly agree). \*\* = p ≤ 0.01.

**TABLE 7**  
Strategies used to internationalize the communication function

	Listed companies		Privately-owned companies		Overall
	M	<i>SD</i>	M	<i>SD</i>	M
Implementing management structures (planning, organization, evaluation)	3.36	<i>1.019</i>	3.51	<i>1.051</i>	3.43
Communicating in multiple languages	3.26	<i>1.283</i>	3.32	<i>1.194</i>	3.29
Enforcing corporate design rules	3.03	<i>1.252</i>	3.23	<i>1.129</i>	3.12
Selecting and working with communication agencies in those countries	3.06	<i>1.106</i>	3.16	<i>1.199</i>	3.10

**Notes:** n<sup>min</sup> = 451 heads of communication (CCOs) of companies in Europe. All items are measured on a 5-point scale ranging from 1 (not challenging) to 5 (very challenging).