

電話:8112 0028 網址:www.prpa.com.hk 2013年 9月

傳媒分享系列~

向報章發放訊息的

「致勝術」

PRPA在新一年度以「傳媒分享系列」作為頭炮活動,廣邀報章、電子媒體、網絡達人等出席分享會,探討業界關心的問題。7月26日,本會邀請到《星島日報》及《頭條日報》總編輯蕭世和先生出席午餐分享會,向與會的公關專業人員面授機宜,分享如何善用印刷媒體發放訊息,建立客戶和公司形象。場內座無虛席,蕭先生的獨到見解和風趣幽默,令與會者非常投入。

蕭世和先生從事傳媒工作逾廿載,親歷傳媒業界的 高低起伏,也目睹公關界的多番變遷。他指出,由 於社會進步,現時大眾傳播業發展蓬勃,專業水平已大 大提高,公關從業員要向傳媒推介客戶或公司訊息,面臨 著不少挑戰,但他認為,傳媒與公關的關係仍舊是唇齒相 依。綜合在報界的工作經驗,蕭先生點出公關人員與報界 達致「雙贏」的六個要點,正是知己知彼、百戰百勝!



▲ 出席的公關專業人 員聽得津津有味

黃金時段 關鍵時間要掌握

第一要務是了解報館的日常運作和 揀選新聞的流程。蕭世和先生説, 報館一般最早在上午十一時便開始 醞釀當天的重點新聞故事,到下午 三時左右,採訪主任會召開第一 次採訪會議,初步決定採用那些新 聞,公關可爭取在這段時間向採主 或記者發放消息(例如新聞稿)。 傍晚六時至七時是另一個新聞選材 的黄金時段,翌日的頭條新聞多在 此時誕生。蕭世和先生指,若有重 要事情公布,就應把握時機通知報 館。雖然在晚上十一時前報社仍可 能增刪新聞,但如果錯過傍晚的黃 金時段,除非你提供的消息極具新 聞價值,否則都難以佔據理想的版 面。所以,掌握關鍵時間、配合報 館運作、適時提供新聞資訊,才能 增加見報率。

蕭世和先生在分享會上 細説他對公關與傳媒關係的看法

熟知定位 增加見報機會

另一方面,大部分報章在挑選新聞時多會考慮報章自身的 定位。蕭先生以自己主理的《星島日報》為例,現時已由 中產家庭式報紙轉型為精英階層的報章,較為著重地產、 財經、教育和政治這四類新聞,選材亦因應目標讀者群, 會更為集中和嚴謹。

反之,旗下免費報紙《頭條日報》走的路線就較大眾化, 新聞的採納過程亦相對簡單。他坦言,免費報紙有時會借 用周刊的思維模式選材,例如考慮市民茶餘飯後的話題, 畢竟《頭條日報》的接觸層面較廣,內容要迎合大眾口 味。因此,蕭強調選取合適的報刊發放訊息非常重要,一 來可以增加訊息被刊登的機會,二來又可接觸到目標讀者 群,避免資源錯配。

活動日期 配合報館人手編排

舉辦公關活動時,有何竅門邀請記者到場採訪或報道?蕭先生直言,自從報界實行「五天工作制」後,記者們平日的工作變得更忙碌,要邀請他們採訪純公關性質的活動比以前更困難,加上平日的新聞量較多,活動報道一般安排在較後的版面。周六報社人手不足,採主通常甚少讓記者出外工作,但是周日的新聞量相對較少,版面空間較寬裕,報社會較平日樂意接受外界提供的新聞內容,只要活動有新聞價值和趣味性,就不難找到好位置。不過,公關最好主動將新聞稿發給報社,以方便忙於蒐集新聞或不便外訪的記者。

主動跟進 建立恒常溝通渠道

要邀請記者在活動當日到場採訪,蕭先生忠告「打電話」必不可少,而且最少要致電對方兩次:一次是預約採訪,另一次是活動前一晚確認。一般中午十二時致電都不受歡迎,但到傍晚七時後,記者翌日的工作表又已大致安排好,理想的致電時間是下午五、六時左右。不過,即使平日沒有公關活動,也應嘗試主動結識不同報社的記者,建立良好關係,日後辦事也會比較方便。

包裝故事 從市民大眾角度出發

若要增加新聞故事的見報率,公關人員應先接觸報社內那一個崗位的人員?蕭先生説,聯絡總編輯的效用其實不大。根據一般工作程序,採主會作第一重篩選,經他們推薦的新聞多數都會被接納,總編輯只會偶爾否決不符合報章定位的訊息。公關人員要思考的是如何令資料通過採主那一關,繼而被總編輯採納。當然,新聞故事要通過上述兩重關卡也要具備合適條件,首要是故事一定要符合報紙的風格和個性,否則未上陣已先出局;繼而要把新聞包裝漂亮,提升其趣味性。蕭先生就此提出三個「貼士」:



將報道與市民 日常的生活 連結

故事主角應為 大眾熟悉 若故事主角不 為大眾熟悉, 則可創造 人民英雄

基本上,見報與否多取決於新聞的可讀性或新聞價值,公關要有好壞新聞的敏感度,清楚新聞的可塑性。

互相尊重 創造雙贏關係

最後,蕭先生強調,傳媒與公關之間的關係是 "give and take",兩者互利共生,既有競爭又有合作。面對傳媒要一視同仁,表現有禮和講道理,即使遇到問題也不要動輒訴諸法律,一旦破壞了雙方關係便難以保持合作。他形容公關就像公司與傳媒機構的中介人,雙邊關係都要顧好,如果能掌握好新聞發放的時間和配合報章定位,見報的機會率自然會提升。

本會在此再次感謝蕭世和先生撥冗出席分享會,向各位出席的公關同業分享寶貴經驗,甚具參考價值,令大家獲益良多! ➡



培育公關生力軍

首推「學生會員培訓先導計劃」

張美娟

會(PRPA)一直致力為公關業培育年輕人才,每年均與大專院校合作舉辦就業講座,透過資深業界從業員分享工作經驗,讓學生更深入了解公關行業及挑戰,協助有志投身公關行業的同學裝備自己,不少同學於講座後加入PRPA成為學生會員,繼續參加PRPA舉辦的講座、工作坊等活動,加強課堂外的學習與交流。

為讓同學可以實際體驗公關工作,我們首次推出「學生會員培訓先導計劃」,在PRPA執行委員的指導下參與不同活動的籌備工作,順利完成整個計劃的同學將獲本會發出嘉許狀。幾位香港城市大學社區學院公關及廣告學系的同學,早前就利用課餘時間協助籌備一次傳媒午宴講座活動,體驗了場地佈置、嘉賓登記接待、現場程序安排、活動採訪等環節,親身感受作為公關人員的責任及應抱持的工作態度,從實踐中學習成為未來香港公關業的接班人。回顧今次學習體驗,參與計劃的梁翠詩同學認為十分寶貴,她說:「很開心亦很感謝PRPA給予我們接受培訓的機會,讓我們可以學到課本以外的公關知識,同時又可以累積實戰經驗,為將來投身公關工作打好基礎。」

我們期望此計劃能為更多就讀公關、傳理、新聞、市場學或相關學系的大學或大專同學,提供彈性設計的實踐機會,歡迎有興趣的老師或學生聯絡本會(電郵enquiry@prpa.com.hk)商談或加入成為學生會員。

PRPA網站革新登場"

新的PRPA網站不但版面煥然一新,內容亦更多姿多采,風格比以前更活潑清新。版面經重新組織後更有條理,方便瀏覽者尋找所需資訊。此外,新網站增設網上入會及網上報名功能,簡化繁複手續,提升互動體驗。今後PRPA將繼續豐富網站內容,將設有會員專區,為會員提供實用資訊,進一步完善網上服務。歡迎瀏覽PRPA網

站:www.prpa.com.hk



万動體驗



「學生會員培訓先導計劃」成員

眾學生會員

趙文琪 (Jessica)

現時就讀香港城市大學專上學院公共關係及廣告二年級。憑著中學時期籌備各項校內外活動的經歷,使我對公關這個行業產生興趣,並希望透過參加各類型活動,學習不同技巧,以接受公關這富挑戰性的工作。



梁翠詩 (Iris)

現就讀香港城市大學專上學院公 共關係及廣告二年級。我喜歡與 人接觸和為人出謀獻策,公關工 作很大程度上與我的興趣符合。 然而,外界對公關的需求愈來愈 多,我希望在不久的將來能成為 公關界的一份子,並為推動行業 發展出一分力。



馬嘉虹 (Anjaylia)

現正就讀香港城市大學專上學院的活動項目管理二年級,我認為PR的工作很重要,關乎到公司的形象和利益,我對這富挑戰性的角色充滿期待。



譚嘉楹 (Ying)

現時就讀於香港城市大學專上 學院活動項目管理二年級,希 望藉著加入PRPA可對公關工作 有更多認識,增加經驗對日後 工作一定有很大的幫助。



黃莉敏(Sally)

現就讀香港城市大學專上學院 公共關係及廣告二年級。我喜 歡接受新挑戰和不斷突破自 己。雖然明白做公關的工作要 承受極大的壓力和工作量,但 還是很希望可以將血汗揮灑在 自己有興趣的工作上。



黃愷(Joanne)



《第十屆中國最佳公共關係案例 大賽案例集錦》訂購事宜

國最佳公共關係大賽是目前內地對公共關係事務進行研究、總結和探討最具權威的賽事之一,大賽兩年舉辦一次,港澳地區參賽案例初審由PRPA於香港進行。香港在全國入選近200個案例中,共取得13個獎項,成績令人鼓舞。中國國際公共關係協會(CIPRA)將中國最佳公共關係大賽的精彩案例編印成《第十屆中國最佳公共關係案例大賽案例集錦》一書,收錄了包括以下六個獎項,來自內地、香港及澳門的精彩案例,值得各位公關同業再三參考研究,精益求精。

部分獲獎案例簡介

社區關係類別金獎 恒生銀行「恒生雲南沼氣能源計劃」

恒生銀行自2007年至今在雲南省贊助興建多個沼氣設施,為村民提供免費能源,更有助改善衛生情況和保護環境,每年安排內地和香港員工到受惠農村探訪,是今次大賽唯一獲得金獎的香港企業。

政府及非盈利組織類別金獎 香港耆康老人福利會「潛能再現--友待長者就業計劃 |

耆康會倡導支援長者人才,於2008年獲「香港賽馬會慈善信託基金」撥款舉辦為期4年的「友待長者就業計劃」,舉辦 就業能力提升課程和長者就業博覽會,推廣退休專才重投社會的好處,計劃獲廣泛報導。

政府及非盈利組織類別銀獎 東華三院「為慈善。為香港。東華三院一百四十周年情繫香江 |

獲獎案例為東華三院籌備創院140周年誌慶活動,透過文化系列、動感系列、人性化系列闡明東華三院的品牌策略和精神、推動年輕化和創新,成功向外界傳遞核心價值及慈善精神。

環境保護類別銀獎 九龍巴士(1933)有限公司「gBus超級電容巴士」

九巴於2010年8月引進gBUS來港實地測試,展開大型宣傳計劃如試乘體驗、意見收集、環保教育讓各界瞭解九巴對環保的重視、承擔和成績,計劃更獲香港特區政府採納為環保巴士的策略發展方向之一。

文化體育類別銀獎 新世界發展有限公司「新世界維港游」

新世界與香港業餘游泳總會在2011年復辦闊別香港33年的維港渡海泳,透過不同宣傳渠道招募參賽者、安排傳媒進行各種賽前賽後的採訪,比賽當日提供多種品牌紀念品,綜合多角度的公關推廣引起媒體和公眾關注。

內部公關類別銀獎

新創建集團有限公司「凝聚員工連繫集團建品牌--新創建集團內部傳訊方案」

新創建為與員工保持緊密溝通,發展多個內部傳訊渠道,包括在員工刊物增設投稿欄,員工可於內聯網分享照片和報名,又舉辦企業義工隊、嘉許傑出員工的頒獎典禮等,各部門員工鼎力合作和管理層親身參與支持,令集團企業傳訊策略成功推行。

《第十屆中國最佳公共關係案例大賽案例集錦》現正接受各會員訂購,每套書售價港幣100元,包括書價、書籍快遞到港費用及本地郵費。如欲訂購,請於2013年10月31日或之前把訂購表格以電郵方式寄至cipra@prpa.com.hk,並把訂購費用以抬頭「PRPA Ltd」的劃線支票,寄到香港軒尼詩道郵箱20097號,信封註明「《第十屆中國最佳公共關係案例大賽案例集錦》訂購」。表格可致電8112 0028與禤小姐聯絡索取。數量有限,售完即止。
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Ethics and governance in social media

公關專業實務 PR Professional Practice and Ethics 及操守

Jim Macnamara PhD, FPRIA, FAMI, CPM, FAMEC

here are two broad narratives about social media in terms of ethics, risks and management. One sees social media as in need of greater regulation and control because of the risks involved, such as dissemination of misinformation, reputation damage, cyberbullying and even cybercrime. Another sees social media as spaces where there are no rules and anything goes. This article argues against both of these views and presents a third middle-ground position in which behaviour can be ethical and legal, while also allowing the openness and freedom for which Web 2.0 is much-cherished by two billion people worldwide.

Research by Australian PR academic, Kate Fitch, in 2006 and 2009 in Singapore and Malaysia revealed alarming evidence of the first narrative mentioned above. Based on interviews with PR practitioners, she reported comments such as: "The internet is the Wild West, right, anything goes. There are no rules". Another interviewee said: "We're really writing the rule book as it is. There are no rule books, no textbooks to learn from." Of concern is that one interviewee claimed that "the usual public relations rules and ethical codes of behaviour lack relevance or do not apply to public relations practice in social media".

A number of marketers and some corporate communicators stuff online channels and spaces with blatant hype and promotional messages. Some even go as far as using 'bots' (Web robots) to emulate humans and write fake positive comments about

their products and services. A 2012 research study by US PR measurement guru, Katie Paine, and Heather Fysh found that many online commentators were "not authentic commenters at all, but rather robots, pay-per-click sites, content farms, or faux followers and friends". A number of companies have been 'outed' for social media fakery, but many continue to treat social media as a new frontier for 'snake oil' merchants and PT Barnum circus acts.

At the other end of the spectrum, a number of government officials, politicians and corporate executives would like to clamp down on the internet. While countering crime and abusive behaviour online is necessary, some would like to block negative comments or stop some people commenting at all. Such restrictive practices also pose ethical problems.

Despite the relative newness of social media, there are some key facts and well-established rules concerning online communication that all practitioners need to note and communicate to their management and clients.

The laws of the land apply

The first key point to note is that all laws in a country apply online as much as offline. Comments online are no different to comments made offline and can be equally the basis for claims of defamation or damages. Posting comments, videos or sound files online is publishing because the information is made public. The internet is far from private. While there are jurisdictional issues that make laws

difficult to enforce in relation to internet content – for instance, the server holding the content may be in another country – the starting point of all online activity is compliance with all laws and regulations.

But, as most know, ethics goes beyond compliance with the law. Some things can be legal, but not ethical. For instance, a toy for children with a fault that could cause injury can be legally sold until such time as a regulatory body bans the product. But is it ethical to sell it? Surely not! It is not illegal to post unflattering photos of someone that makes them look ugly or foolish, but many sensitive and socially responsible people would agree that it is not ethical to do so. Ethics is a body of conventions and customs that people collectively adopt to create a civil society.

Ethics in social media

In addition to complying with all laws, social media engagement requires consideration of a number of conventions and customs. For instance, even though some might not be illegal, practices such as creating faux followers and friends (fake Twitter followers and Facebook friends in Facebook to show popularity of pages and even push up advertising rates) as well as paying people to click on sites to increase their Google ranking and using 'bots' to post fake comments are highly questionable on ethical grounds.

Also, a key convention of Web 2.0-based social media is dialogue rather than monologue. That means letting others post comments, vote,

rate and discuss issues in online forums - not simply pushing out the organization's messages. It also means that organizations should not delete comments simply because they are unfavourable - only comments that breach anti-discrimination laws, obscenities and other offensive content should be removed. Even when an organization is seeking to communicate persuasively its products, services or policies, the ethics of rhetoric apply. Despite gaining a bad name in modern societies because of 'empty rhetoric' perpetrated by some politicians and leaders. rhetorical communication has long-established ethical as well as practical conventions. Rhetorical communication should involve turntaking to let others speak and should involve what classical Greek and Roman orators such Aristotle and Cicero called ethos and logos as well as pathos - that is, credibility, logic and facts, as well as emotional appeals. Hype, hyperbole, vacuous claims, lies, and deceit are not meant to be part of persuasive rhetorical communication.

Managing risks

Because of the risks involved in customers, members, activists and even an organization's own employees commenting online about matters related to the organization, many managers seek to impose controls to block or limit online conversations. There are indeed risks posed by social media for organizations, including the possibility of:

- Release of confidential information or trade secrets;
- Public embarrassment through employees commenting inappropriately online or engaging with inappropriate content (e.g. 'flaming', denigrating others, racist or sexist language, cyberbullying, pornography, etc);
- Reputation damage through any of the above;
- Legal actions for defamation or damages.

However, a KPMG study advised that "clamping down was likely to result in more, rather than less, misuse of social media" and academic research agrees. With social media operating globally from millions of servers in different countries, it is technically impossible for organizations to fully block content that they disapprove of. The much-discussed 'Great Firewall of China' blocks only a relatively small amount of content and internet use in China is growing rapidly. Even in the case of an organization's own employees, banning or blocking access to social media sites via the organization's network is ineffective because of the massive growth of internet-capable phones and tablets operating over mobile networks, as well as a high population of home internet connections.

The control paradigm

A study of more than 220 government, corporate and non-government organizations in Australia, Hong Kong, New Zealand and Singapore which I undertook in 2012, and a study of organizations in Europe by Ansgar Zerfass from the University of Leipzig, both found that maintaining control is a leading concern of PR and corporate communication practitioners. However, eminent PR scholars Jim and Larissa Grunig have pointed out that there is only an "illusion of control" even in traditional media and corporate communication because, while the content of releases, speeches and other distributed materials can be controlled, audience interpretation and reaction has never been controllable.

Furthermore, seeking control to is communication completely contradictory to the core principles of Web 2.0 and social media which advocate openness, two-way interaction, dialogue and collaboration. Attempts at control usually backfire in social media and result in criticism of the organization.

Social media governance

Rather than try to impose control on social media communication, Ansgar Zerfass in Europe has led a research project that shows the importance and effectiveness of governance and his findings are supported by my research involving interviews with social media specialists across Asia Pacific and analysis of case studies of organizations that are successful online. Social media governance provides a pre-emptive framework for minimizing risk and maximizing effective communication online. The key components of social media governance are:

- A social media policy for the organization stating its approach to social media and setting out key principles such as openness and dialogue;
- Social media guidelines for employees giving practical tips on how to behave online, what they can and cannot talk about, what to do if they are attacked by 'trolls', etc:
- Monitoring of social media to know what is being said and enabling the organization to respond quickly;
- Training of employees in Best Practice engagement and encouraging them to be positive ambassadors for the organization; and
- Evaluation of social media engagement quantitatively and qualitatively.

Acting ethically and having a sound governance framework allows organizations to engage socially, responsibly and with minimized risks.



港公共關係專業人員協會(PRPA)當初成立的目的之一,是希望能提高業界的專業水平,所以協會自成立後,不時舉辦研討會和參觀等活動,期望會員透過PRPA 這個平台,從觀摩相互學習中,掌握業界的最新資訊和緊貼市場脈搏。我們很榮幸於今年七月底邀請了《星島日報》總編輯及行政總裁蕭世和先生擔任協會今年新推出傳媒系列首次午餐會的主講嘉賓,分享傳媒的運作並從中剖析公關策略。這次活動空前成功,反應熱烈,在此感謝各會員的支持,各位的參與是培訓及活動委員Clara,Ruby及 Cherry的最佳支持。

協助培育未來的公關人才也是本會一項重要使命,早前執委會成員到訪本港不同院校,舉辦講座,與學生分享有關企業傳訊及公共關係行業工作經驗以及行業的前景和機遇等。我們鋭意為培訓新一代公關人員出一分力,因此,在七月份舉辦的傳媒講座中,安排了數名城市大學社區學院就讀公關課程的同學,協助當天活動進行和擔任採訪工作,好讓年青一代在他們正式進入職場前,有機會接觸業界人士,和得以明瞭公關的實際工作範疇。各大專院校如希望給予同學實戰經驗,歡迎與我們接觸。

為加強與會員的溝通,PRPA重新設計網頁,嶄新的網頁將為會員提供不少方便,如可網上報名成為會員及參加PRPA的活動和得知本會的最新消息。感謝副會長Pamela帶領義務秘書Serena以及傳媒關係及出版委員Kenneth為此成立的工作小組,以及義務數碼傳訊科技顧問Rex為我們提供專業意見,為PRPA的網頁帶來全新感覺和兼具實用性。

中秋佳節將至,謹代表PRPA執行委員會祝各位會員中秋節快樂,人月兩團圓。

成為會員

港公共關係專業人員協會於1995年成立,致力推動公關行業的發展,鼓勵及促進業界交流。協會積極與香港及境外公關組織合作,促進本港、內地及海外公關行業的交流之外,在培育下一代公關專業人才方面,本會亦不時舉辦講座,並安排資深公關人士向現正就讀有關課程之學生及對公關行業有興趣的人士講解公關行業的需求及發展前景。

本會將為新會員舉辦迎新活動,並為現有會員舉辦不同之行業活動,為本港公關業界,傑出公關專業人員及其對行業的貢獻作肯定。

全賴業界及會員的鼎力支持,PRPA的會員人數多年來保持穩定。會員來自不同 界別,有政府機構、公用事業、本地公司、跨國企業等,也有自僱人士及不同規 模的公關顧問公司。

香港公共關係專業人員協會(PRPA)現有會籍包括「創會會員」(Founding member)、「永久會員」(Life member)、「專業會員*」(Full member)、「機構會員」(Corporate member)、「普通會員」(Associate member),及學生會員,申請表格可於www.prpa.com.hk下載。

如欲查詢有關本會會籍或迎新活動詳情,請與會員事務執委許翠鳳 agnes.hui@prpa.com.hk 或 本會行政員Mani Huen: enquiry@prpa.com.hk 聯絡。

*合資格成為 「專業會員」者必須從事公關工作並具有不少於兩年相關經驗。 🔄

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