# Strategic Public Sector Marketing and Engagement Training Course



23 - 27 Nov 2026

Madrid

5900 € (Per Person)

Ref: #MAR8464_145820

## Course Introduction / Overview:

This course provides a comprehensive framework for mastering strategic marketing and citizen engagement within the unique context of the public sector. In an era where public trust and effective communication are paramount, government and non-profit organizations face the distinct challenge of serving, not selling to, their constituencies. This program moves beyond traditional marketing theories to address the specific needs of public service delivery, focusing on building relationships, fostering transparency, and encouraging civic participation. Drawing on principles from thought leaders like Philip Kotler and his work on social marketing, particularly concepts from his book "Social Marketing: Changing Behaviors for Good," participants will learn to develop citizen-centric strategies that deliver real value and drive positive social outcomes. BIG BEN Training Center has designed this immersive experience to equip public sector professionals with the skills to craft compelling narratives, leverage digital platforms effectively, and measure the impact of their initiatives. This training is essential for anyone committed to enhancing public service, strengthening community ties, and navigating the complexities of modern government communication with confidence and strategic foresight.

## Target Audience / This training course is suitable for:

- Public Sector Marketing Managers.
- Government Communications Officers.
- Public Relations Specialists in Government Agencies.
- Policy Advisors and Analysts.
- Community Engagement and Outreach Coordinators.
- Digital and Social Media Managers for Public Institutions.
- City and Municipal Managers.
- Public Information Officers.
- Heads of Citizen Service Departments.
- Program Managers in Non-Profit and NGO sectors.

## Target Sectors and Industries:

- Federal, State, and Local Government Agencies.
- Public Education Institutions and School Districts.
- Public Healthcare and Hospital Administrations.
- Public Transportation and Transit Authorities.
- Law Enforcement and Public Safety Departments.
- Public Utilities and Environmental Agencies.
- Non-Governmental Organizations (NGOs) and Non-Profits.
- International Development Organizations.
- Cultural Institutions and Public Libraries.

## Target Organizations Departments:

- Communications and Public Relations Departments.
- Marketing and Branding Departments.
- Citizen Services and Public Engagement Departments.
- Strategy and Policy Planning Units.
- Digital Transformation and E-Government Teams.
- Community Development and Outreach Offices.
- Human Resources for internal communication campaigns.
- Customer Experience (CX) and Service Delivery Units.

## Course Offerings:

By the end of this course, the participants will have able to:

- Develop a comprehensive strategic marketing plan tailored for a public sector organization.
- Design and implement effective citizen engagement and public participation frameworks.
- Utilize digital marketing and social media tools to enhance government transparency and communication.
- Craft compelling public service announcements and communication campaigns.
- Analyze citizen feedback and data to improve public service delivery.
- Build and manage the reputation and brand of a public institution.
- Develop strategies for communicating complex policies to diverse audiences.
- Measure the return on investment (ROI) and social impact of marketing initiatives.
- Manage crisis communications effectively to maintain public trust.
- Apply ethical principles to all public sector marketing and engagement activities.

## Course Methodology:

The training methodology at BIG BEN Training Center is designed to be highly interactive, experiential, and directly applicable to the participant's professional environment. We believe that adult learning is most effective when it combines theoretical knowledge with practical application. Therefore, this course moves beyond traditional lectures to incorporate a rich blend of learning techniques. Participants will engage in detailed case study analyses of successful and unsuccessful public sector campaigns from around the world, dissecting their strategies and outcomes. A significant portion of the course is dedicated to hands-on workshops and group exercises where participants will work collaboratively to develop marketing plans, draft communication strategies, and solve real-world engagement challenges. Role-playing scenarios, particularly for crisis communication and stakeholder meetings, will provide a safe environment to practice and refine critical skills. Our expert facilitators foster a dynamic learning atmosphere, encouraging open discussion, peer-to-peer feedback, and the sharing of experiences. Each participant will leave with not just new knowledge, but also a personalized action plan to implement new strategies within their own organization, ensuring a tangible return on their training investment.

## Course Agenda (Course Units):

### Unit One: Foundations of Public Sector Marketing and Strategy

- The unique landscape of public sector marketing.
- Distinguishing between public, non-profit, and private sector marketing goals.
- Ethical considerations and maintaining public trust.
- Understanding the citizen as a stakeholder, not just a customer.
- Introduction to social marketing principles for public good.
- Conducting situational analysis using PESTLE and SWOT frameworks.
- Developing a citizen-centric marketing mission and vision.

### Unit Two: Mastering Citizen Engagement and Participation

- The ladder of citizen participation from informing to co-creation.
- Frameworks for building and sustaining public trust.
- Designing effective public consultation and feedback mechanisms.
- Strategies for engaging hard-to-reach and diverse communities.
- Leveraging technology for civic engagement (civic tech).
- Managing stakeholder relationships and building strategic partnerships.
- Transforming citizen feedback into actionable service improvements.

### Unit Three: Digital Communication for the Modern Public Sector

- Developing an integrated digital communication strategy.
- Managing government social media channels effectively and ethically.
- Content creation for public sector audiences.
- Navigating digital accessibility and inclusion standards.
- Online reputation management and responding to public sentiment.
- Using data analytics to understand online audience behavior.
- The role of e-government portals in citizen service delivery.

## Unit Four: Designing and Executing Effective Public Campaigns

- The complete campaign planning and management cycle.
- Setting clear, measurable, achievable, relevant, and time-bound (SMART) objectives.
- Audience segmentation and targeted messaging for public initiatives.
- Branding for public sector organizations and services.
- Crafting compelling public service announcements (PSAs).
- Media relations and working with journalists.
- Fundamentals of crisis communication planning and execution.

## Unit Five: Measurement, Innovation, and the Future of Public Engagement

- Key performance indicators (KPIs) for public sector marketing.
- Measuring the social impact and ROI of engagement initiatives.
- Introduction to citizen journey mapping for service design.
- Data visualization for communicating results to leadership.
- Future trends: AI, automation, and personalization in public services.
- Fostering a culture of innovation and continuous improvement.
- Developing a personal action plan for implementation.

# FAQ:

## Qualifications required for registering to this course?

There are no requirements.

## How long is each daily session, and what is the total number of training hours for the course?

This training course spans five days, with daily sessions ranging between 4 to 5 hours, including breaks and interactive activities, bringing the total duration to 20 - 25 training hours.

## Something to think about:

In an era of digital transformation and declining public trust, how can public sector organizations ethically balance data-driven marketing with the fundamental right to citizen privacy?

## What unique qualities does this course offer compared to other courses?

This course distinguishes itself by moving beyond theoretical marketing concepts to offer a deeply practical and ethically grounded framework specifically for the public sector. While many courses focus on adapting private sector tools for government use, our curriculum is built from the ground up to address the unique challenges of public service, such as statutory constraints, political sensitivities, and the core mission of serving all citizens equitably. We place a significant emphasis on the symbiotic relationship between marketing and citizen engagement, treating them not as separate functions but as an integrated strategy for building public trust and legitimacy. The program's focus on social marketing principles ensures that every strategy and tactic is aimed at achieving positive behavioral change and societal good, rather than purely promotional goals. Furthermore, the course content is relentlessly focused on real-world application, incorporating extensive case studies, crisis communication simulations, and the development of an actionable plan that participants can implement immediately upon returning to their organizations. It is this blend of strategic depth, ethical consideration, and practical application that provides a truly transformative learning experience.