# Strategic IMC for Public Relations Professionals Training Course

21 - 25 Dec 2026

Madrid

5900 € (Per Person)

Ref: #PR1425_135291

## Course Introduction / Overview:

This intensive training course is designed to bridge the critical gap between traditional public relations and the modern, interconnected world of Integrated Marketing Communications (IMC). In today's fragmented media landscape, a siloed approach to PR is no longer effective. This course champions the philosophy of synergy, where every message, across every channel, works in harmony to build a powerful and consistent brand reputation. As pioneering academic Don Schultz articulated in his work, including "IMC: The Next Generation", true communication impact comes from a unified strategy. Participants will move beyond press releases and media pitches to master a holistic framework that integrates digital PR, content marketing, social media, and stakeholder engagement into a cohesive plan. BIG BEN Training Center has developed this program to equip PR professionals with the strategic thinking and practical skills needed to lead comprehensive communication campaigns that deliver measurable business results and enhance corporate communications effectiveness.

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

- Public Relations Managers and Directors.
- Corporate Communications Specialists.
- Marketing Communications Professionals.
- Brand Managers and Strategists.
- Public Affairs and Government Relations Officers.
- Social Media Managers.
- Content Strategists.
- Executives responsible for corporate reputation.

## Target Sectors and Industries:

- Technology and Telecommunications.
- Healthcare and Pharmaceuticals.
- Banking, Finance, and Insurance.
- Fast-Moving Consumer Goods (FMCG) and Retail.
- Government Agencies and Public Sector Organizations.
- Non-Profit and Non-Governmental Organizations (NGOs).
- Hospitality and Tourism.
- Professional Services and Consulting.

## Target Organizations Departments:

- Public Relations.
- Corporate Communications.
- Marketing.
- Brand Management.
- Internal Communications.
- Public Affairs.
- Digital Marketing.
- Customer Relations.

## Course Offerings:

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

- Develop a comprehensive IMC plan that aligns PR activities with overarching business goals.
- Integrate various communication disciplines for consistent and impactful brand messaging.
- Utilize the PESO model to create a balanced and effective media strategy.
- Master digital PR tools and techniques for enhanced online visibility and reputation management.
- Measure the effectiveness and ROI of integrated communication campaigns using relevant KPIs.
- Craft compelling brand narratives that resonate with diverse stakeholder groups.
- Manage crisis communications proactively within an integrated framework.
- Align internal and external communications to foster brand advocacy.

## Course Methodology:

The training methodology at BIG BEN Training Center is designed to be immersive, practical, and highly interactive, ensuring that participants can immediately apply their learning in a professional context. This course moves beyond theoretical lectures to foster a dynamic learning environment built on a blend of expert instruction, real-world case study analysis, and collaborative problem-solving. Participants will engage in group workshops to develop IMC strategies for various scenarios, allowing for peer-to-peer learning and the exchange of diverse perspectives. Interactive sessions, practical exercises, and role-playing simulations will be used to build confidence in executing integrated campaigns and managing stakeholder communications. Our expert facilitators provide continuous guidance and constructive feedback, ensuring each participant develops a robust understanding of strategic IMC principles and their practical application. The focus is on building strategic thinking and analytical skills, empowering professionals to lead communication efforts with confidence and precision.

## Course Agenda (Course Units):

### Unit One: Foundations of Integrated Communications in Public Relations

- Defining Integrated Marketing Communications (IMC) and its core principles.
- The evolution of Public Relations in the digital age.
- Understanding the convergence of PR, marketing, and advertising.
- The strategic role of PR within the overall marketing mix.
- Introduction to the PESO Model (Paid, Earned, Shared, Owned Media).
- Analyzing stakeholder maps and identifying key communication touchpoints.
- Establishing a consistent brand voice and messaging framework.

### Unit Two: Strategic IMC Planning for PR Campaigns

- Conducting a situational analysis using SWOT and PESTLE frameworks.
- Setting SMART objectives for integrated PR and communication campaigns.
- Defining, segmenting, and profiling target audiences for maximum impact.
- Crafting compelling key messages and a core brand narrative.
- Conducting competitive analysis and developing brand positioning strategies.
- Budgeting and resource allocation for integrated communication activities.
- Developing a comprehensive and actionable IMC plan blueprint.

### Unit three: Mastering the IMC Toolkit and Channels

- Leveraging digital PR and modern online media relations.
- Integrating a robust content marketing strategy into your PR efforts.
- Developing a social media strategy for brand engagement and reputation management.
- The role of influencer marketing and partnerships in building credibility.
- Integrating experiential marketing and events into the PR mix.
- Harnessing the power of email marketing and direct communications.
- Managing internal communications to create and empower brand ambassadors.

## Unit Four: Campaign Execution, Measurement, and Analytics

- Implementing and managing multi-channel communication campaigns effectively.
- Identifying key performance indicators (KPIs) for IMC and PR success.
- An introduction to PR analytics and essential measurement tools.
- Calculating the Return on Investment (ROI) of integrated PR efforts.
- Utilizing media monitoring and sentiment analysis techniques.
- Creating insightful reports for senior management and key stakeholders.
- Optimizing ongoing campaigns based on real-time data and feedback.

## Unit Five: Advanced IMC Strategies and Future-Proofing PR

- Integrating Corporate Social Responsibility (CSR) into your brand story.
- Proactive and reactive crisis communication management in an integrated world.
- Building a thought leadership platform for key executives and the organization.
- Navigating ethical considerations in modern PR and marketing communications.
- Exploring the impact of AI and automation on the future of the PR function.
- Developing a long-term vision for integrated brand communications.
- Final Project: Presenting a comprehensive IMC plan for a real-world case study.

# 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 information overload and fragmented audiences, how can PR professionals ensure their integrated message not only reaches but truly resonates with diverse stakeholders without losing its core identity?

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

This course distinguishes itself by focusing on the strategic integration of public relations within the broader marketing communications framework, rather than treating it as a standalone function. While many courses may teach the tools of PR, this program emphasizes the strategic mindset required to orchestrate them effectively. It moves beyond theory by immersing participants in real-world case studies and hands-on workshops, forcing them to grapple with the same challenges they face in their roles. A key differentiator is the relentless focus on measurement and ROI, addressing a critical pain point for many PR professionals by providing clear methodologies for demonstrating value to senior leadership. Furthermore, the curriculum is forward-looking, addressing the impact of emerging technologies like AI and the growing importance of CSR in reputation management. It offers a holistic, 360-degree perspective on brand communication, empowering participants not just to be practitioners, but to become strategic leaders who can build and protect their organization's most valuable asset: its reputation.