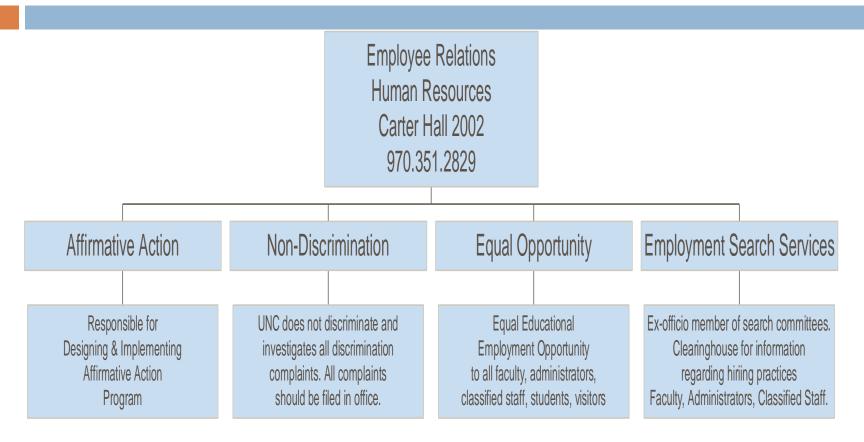
EMPLOYEE RELATIONS

Pertemuan ke-11

Employee Relations

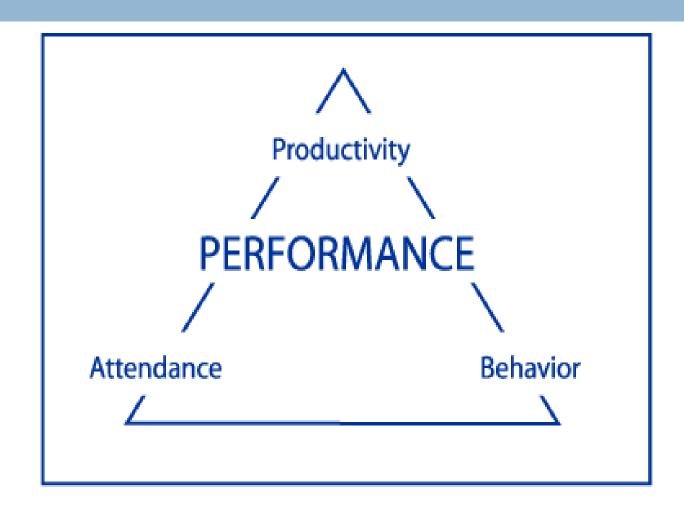


ER... Aim

Employee Relations supports managers and employees by providing services in:

- Organization development
- Organization policies and procedures
- Management and employee consultation
- Leave administration
- Performance management
- Conflict resolution and mediation
- Reduction-in-Force/Reorganization
- Coaching
- Training

Paradigm



CUSTOMER RELATIONS

Pertemuan ke-11

How Customers Learn of Their Rights and Responsibilities

Utility obligations to disclose

Utility compliance

Public Service Commission Communications

Utility Public Relations

Customer safety programs

Demand side management campaigns

Conservation campaigns

Customer Relations Management (cont.)

Third Party monitors

- Example: Incoming Call Management Institute
 - International monitoring organization
 - 2,625 member companies that receive incoming customer calls
 - Measure 12 performance measures
 - PacifiCorp won "Best Call Center of the Year" award in 2005

■ Performance measures:

- level of service
- percentage of first call resolutions
- average handle time

■ PacifiCorp call center:

- 1.6 million customers
- answer 4.5 million customer calls/year
- open 24/7/365
- staff of 500 call center employees

Special Circumstances

- Customers requiring life support equipment
 - Additional notice requirements
 - Longer time-frames before shutoff
 - Advise on financial assistance
 - Installment payment of arrearages
 - Visit by Adult Protective Services
 - Right to a hearing

PLANNING SOCIAL MEDIA FOR CUSTOMER RELATIONS

Pertemuan ke-12

What are Social Media?

- Social media enable 'many-to-many' communication supported by web technology
- Such media can accelerate knowledge exchange through rapid publication, personalisation, content sharing and cocreation
- They create a new forum within which dispersed audiences - including youth, regional and rural communities -

Why use social media?

- Establish conversation with / between users
- Build relationships with / between audiences
- Bring together communities of interest
- Enhance external / internal knowledge sharing

Strategy

Rapid Publication

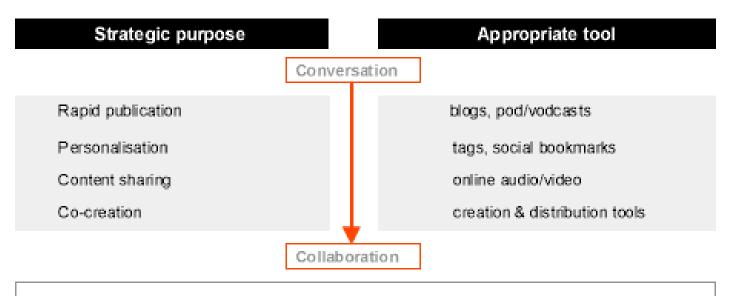
Knowledge Sharing
Personalisation
Content Sharing
Co-creation

Knowledge Sharing
Voice
Education
Acknowledgement

Communication
One to Many
Many to Many
Hybrid (Amazon)

Planning can be informed by strategic purpose of engagement

Communication strategies and media tools



Social media can support an increasingly complex community relationship: from conversation to collaboration

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Podcasting the American West

Aug. 11, 2007

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Rapid publication

SAAM: Eye Level blog

Rapid institutional marketing (text)

> http://eyelevel.si.edu/ 13 May 2007



Personalisation

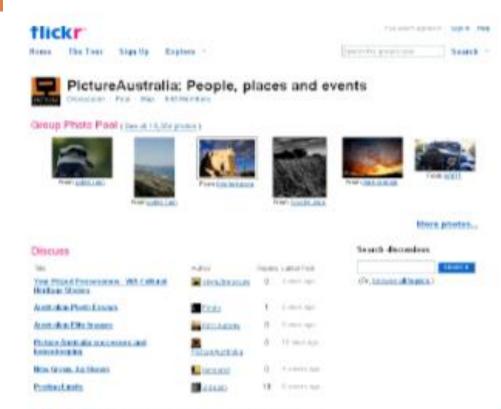
PhM: OPAC2.0

Rapid institutional publication via blog

Users can add individual keywords to create CMS folksonomy

Folksonomy operates alongside taxonomy

http://www.powerhousemus.eum.com/collection/database/



Content sharing

National Library: Picture Australia

User-contributed content

Online exhibition space via third party (Flick image sharing portal)

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ww.flickr.com/groups/83633840@N00/

13 May 2007



Co-creation

V&A:

Families online

User-generated content

V&A provides online portal and creative tools Users provide personal content

http://www.vam.ac.uk/vastatic/microsites/1185_families/flash/

13 May 2007

Bagaimana menerapkan media sosial untuk berhubungan dengan pelanggan?

- □ <u>www.lux.com</u>
- □ <u>www.kompas.com</u>
- □ <u>www.youtube.com</u>
- □ <u>www.starbucks.com</u>