

# **The Management Series**

## **Volume 3**

**The Public Relations Series**  
**The Marketing Series**  
**The Admin Know-How Series**

by  
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**PR DEFINITION**

The definition of public relations is very precise. The definition is not given sufficient importance in the texts and it is way down in the middle of most books. It is what the subject is all about and without it the subject doesn't make sense. (And doesn't make sense to many PR pros either.)

It took me a whole hour to clear this definition and misunderstandings of it and related words on a PR student. It should be meter cleared. Every word in it should be clay tabled.

THE DUTY AND PURPOSE OF A PUBLIC RELATIONS MAN IS:  
THE INTERPRETATION OF TOP MANAGEMENT POLICY TO THE  
DIFFERENT PUBLICS OF THE COMPANY—TO ADVISE TOP  
MANAGEMENT SO THAT POLICY IF LACKING CAN BE SET—TO  
MAKE THE COMPANY, ITS ACTIONS OR PRODUCTS KNOWN,  
ACCEPTED AND UNDERSTOOD BY THE DIFFERENT PUBLICS—  
AND TO ASSIST THE COMPANY TO EXIST IN A FAVORABLE  
OPERATING CLIMATE SO THAT IT CAN EXPAND, PROSPER  
AND BE VIABLE.

If a PR man understands all that so he can apply it rapidly and perfectly, he will *then* be in a position to know what PR procedures are and do his job.

L. RON HUBBARD  
Founder