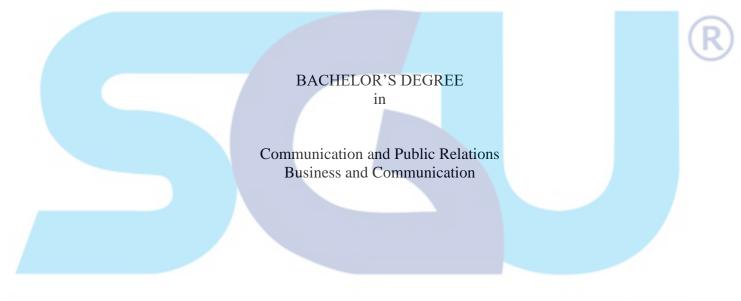
#### COMPARISON OF CRISIS MANAGEMENT IN CENTURY 21 PINANGSIA AND VERDE PROPERTY DURING THE CRISIS COVID-19 PANDEMIC

By

Misael Andre 11710005



# SWISS GERNSCU® VERSITY

SWISS GERMAN UNIVERSITY The Prominence Tower Jalan Jalur Sutera Barat No. 15, Alam Sutera Tangerang, Banten 15143 - Indonesia

June 2021 Revision after Thesis Defense on 13 July 2021 hisaelandie

#### STATEMENT BY THE AUTHOR

I hereby declare that this submission is my own work and to the best of my knowledge, it contains no material previously published or written by another person, nor material which to a substantial extent has been accepted for the award of any other degree or diploma at any educational institution, except where due acknowledgement is made in the thesis.

Misael Andre

Approved by:

Student

July 25, 2021 Date

Dr. Phil. Deborah Simorangkir

Thesis Advisor

Dr. Nila Krisnawati Hidayat, S.E., M.M.

Dean

July 25, 2021 Date

July 25, 2021 Date

## ABSTRACT

#### COMPARISON OF CRISIS MANAGEMENT IN CENTURY 21 PINANGSIA AND VERDE PROPERTY DURING THE CRISIS OF THE COVID-19 PANDEMIC

By

Misael Andre Dr. Phil. Deborah Simorangkir, Advisor

#### SWISS GERMAN UNIVERSITY

The crisis of the COVID-19 pandemic occurred in 2020, and not only affected the health sector but also economic and business factors. One of the worst affected business in Indonesia is marketing property, a business that sells and rents houses, and two of them are Century 21 Pinangsia and Verde Property. The aim of this research is to know and understand the similarities and differences of crisis management in Century 21 Pinangsia and Verde Property. The research explains about the effect of the crisis of the COVID-19 pandemic to those 2 marketing property businesses but could successfully managed the crisis, even though they did not employ public relations practitioner. The explanation of this research is based on the principles of crisis management and crisis communication, using the qualitative research and the exploratory case study research method. The result shows there are some similarities and differences of crisis management in Century 21 Pinangsia and Verde Property.

*Keywords: public relations, marketing property business, crisis, crisis management, crisis communication.* 

COMPARISON OF CRISIS MANAGEMENT IN CENTURY 21 PINANGSIA AND VERDE PROPERTY DURING THE CRISIS COVID-19 PANDEMIC



Page 4 of 162

### DEDICATION

I dedicate this thesis work to my beloved parents who have been my biggest support and to the future of Indonesian research on crisis management

# SWISS GERMAN UNIVERSITY

#### ACKNOWLEDGEMENTS

First of all, I would like to express my endless gratitude to Tuhan Yesus Kristus for the opportunity and strength He has given me to finish this thesis work.

Second, I would like to express my gratitude to my beloved parents, Zefanya Muljanto and Evie Sukiat, my sister, Hadassah Elisabeth for their support and guidance that could encourage me to finish this thesis work.

Third, I would like to express my gratitude to Dr. Phil. Deborah Simorangkir as the advisor of my thesis work, for she has been patient to give me support and guidance in weekly meeting. Without her, this thesis will not be as good as now.

Fourth, I would like to express my gratitude to Stevine Esterlita to be my mental support, so I could finish this thesis.

Fifth, I would like to express my gratitude to all of my classmates for these exciting years in Swiss German University.

Page

Table

2

# TABLE OF CONTENTS

	STATEMENT BY THE AUTHOR	.2				
	ABSTRACT	.3				
	DEDICATION	.5				
	ACKNOWLEDGEMENTS	.6				
	TABLE OF CONTENTS	.7				
	LIST OF FIGURES	.9				
	LIST OF TABLES	0				
	CHAPTER 1 - INTRODUCTION	1				
	1.1 Background	1				
	1.2 Research Problem	4				
	1.3 Research Question	6				
	1.4 Research Objectives	6				
ľ	1.5 Significance of Study	17				
	CHAPTER 2 - LITERATURE REVIEW					
	2.1 Crisis1	8				
	2.2 The Crisis of the COVID-19 Pandemic	22				
	2.3 Crisis Management in Public Relations	27				
	2.3.1 Crisis Communication	27				
	2.3.2 Crisis Management	31				
	2.4 Three-stage Process of Crisis	34				
	2.5 Previous Studies	36				
	CHAPTER 3 – RESEARCH METHODS4					
	3.1 Research Approach	10				
	3.1.1 Qualitative Approach	11				
	3.2 Research Method	15				
	3.2.1 Case Study Research	16				

#### COMPARISON OF CRISIS MANAGEMENT IN CENTURY 21 PINANGSIA AND VERDE PROPERTY DURING THE CRISIS COVID-19 PANDEMIC

SN

3.3 Data Coding			
3.4 Data Collection Technique	52		
3.4.1 In-depth Interview Technique	52		
3.4.2 Population and Sampling Method	53		
CHAPTER 4 – RESULTS AND DISCUSSIONS	56		
4.1 Results	56		
4.1.1 Crisis Communication at Century 21 Pinangsia and Verde Property			
4.1.1.1 The Use of Internet	57		
4.1.1.2 The Difficulties of Using Online Communication			
4.1.1.3 Communication with government	60		
4.1.2 Crisis Management Stages at Century 21 Pinangsia and Verde Property			
4.1.2.1 Situation of Crisis Event	62		
4.1.2.2 The Initial Plan in Managing the crisis of the COVID-19 pandemic .	64		
4.1.2.3 Company Opportunity and Vulnerability in Managing the Crisis of t			
COVID-19 pandemic			
4.1.3 Evaluation of Crisis Communication and Management			
4.1.4 Answers to Research Questions			
4.2 Discussion			
CHAPTER 5 – CONCLUSIONS AND RECOMMENDATION			
5.1 Conclusions			
5.2 Limitation and Recommendations			
GLOSSARY			
REFERENCES			
APPENDICES			
CURRICULUM VITAE	162		

### LIST OF FIGURES

Figures	Page
Figure 1. The body of Air Asia airplane that crashed in the strait of Karimata	21
Figure 2. People infected by COVID-19 in 31 March 2020	23
Figure 3. Total cases of COVID-19 pandemic in 31 December 2020	24
Figure 4. Badan Pusat Statistik No. 13/02/Th. XXIV	25

# SWISS GERMAN UNIVERSITY

# LIST OF TABLES

#### Table

P	a	σ	e
L	а	×	c

Table 1. Three-stages of crisis according to Richardson 1994				
Table 2. stages of crisis by Fink (1986), Mitroff (1994), and Coombs (2015) compared				
Table 3. Previous studies conducted by communication experts in the past				
Table 4. Discussion on the result of the research	67			
Table 5. Data gathered in interview	100			

