

# The Impact of COVID-19 on Supply Chain and Human Resource Management Practices and Future Marketing

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**Abstract** The increased prevalence of COVID-19 has had severe implications on the well-being of most organization and professionals most especially in the field of human resource management and marketing. This study focused on establishing the impact of COVID-19 on the different human resource practices and future marketing. It was established that the dynamics of work have greatly changed from the traditional way of working from the organization's premises to working remotely at home. Consequently marketing has also shifted to different online platforms since physical contact with customers is currently prohibited in order to maintain in social distancing one way of preventing coronavirus. These changes have been associated with different negative implications and some positives as some professionals find it more flexible and convenient to work remotely. To cope with the current changing times, it is necessary for organization to adjust and adopt the new emerging technologies of working remotely and consequently implement strategic policies and procedures towards maintaining a steady flow.

**Keywords:** Human Resource Management, supply chain management, Covid-19, Marketing, SARS-CoV-2

## 1. Introduction

Most organizations across the world are facing numerous challenges created by COVID-19 and one of the most significant challenges is the increased uncertainty among most organizations most especially concerning human resource control and maintaining a higher customer base through marketing. Most organization have laid off their workers and consequently lost their customers ever since COVID-19 was declared a global pandemic and this has greatly affected the profitability levels of such organizations mostly due to deterioration in efficiency and productivity of the human resource. The main challenges of most organizations today are very diverse as they cut across different complex issues that include; climate change, increased political instabilities in both developing and developed countries, and severe economic downturns. In the current dynamic world, the different organizational problems associated with marketing and human resource management greatly affect the ability of an organization to operate strategically and achieve sustainable growth. By

posing a great threat to the sustainability of an organization, these challenges enable an organization to be highly responsive and consequently adaptive in order to effectively organize and manage or control their workforce [1].

Since the outbreak of Coronavirus, various organizations have continuously faced a prime challenge of unparalleled proportions, which forces them to dive into and directly manage unprecedented territory as they change or alter their entire workforce in different departmental areas or fields in ways not seen before. Most heads of organizations have applied different technical, physical and socio-psychological ways to reduce their workforce as means of surviving in the current times or the coronavirus pandemic. It is evident that the market of some products or services offered by most organizations has reduced globally hence most organizations continue to reduce their workforce in different areas such as in sales and marketing departments since it's the only way of lowering operational costs. The COVID-19 pandemic has posed a great need for human resource managers to think of new methods of adopting to the challenging times. Remote working is one of the new emerging methods that most organization are adopting as a way of maintaining smooth operations and quality services to clients [2].

Most managers are striving hard to help their workforce adapt to and consequently cope with radical changes occurring in the work and social environment. For example, initially most of them employees used to spend a lot of time at the workplace or within the physical boundaries of their organizations but now have no other option but to quickly adjust to remote work environments during the coronavirus pandemic [3]. However, working remotely is also associated with some challenges since most employees are unable to find alternative places of convenient work most especially when they cannot operate efficiently at their homes. This is majorly due to the fact that most alternative places such as internet cafes or libraries are also closed hence people are unable to hold small business meetings or quick management seminars.

### *Aims and objectives of the study*

This research paper was aimed at establishing the impact of COVID-19 on human resource management

practices and future marketing. The paper was also based on different strategic objectives that included;

- To determine the negative and positive implications of COVID-19 in areas of HRM and marketing;
- To establish the most effective mechanisms to address the COVID-19 based challenges in areas of HRM and marketing;

#### *Research questions*

- What are the negative and positive implications of COVID-19 in areas of HRM and marketing;
- What are the most effective mechanisms to address the COVID-19 based challenges in areas of HRM and marketing.

#### *Significance of the study*

The final findings of this research study are of great significance to the areas of marketing and human resource management most especially concerning the current and future wellbeing of these areas. With the increased uncertainty in the HRM sector due to COVID-19, the study findings will provide new approaches and alternatives that can be used to cope with the “new normal” in this sector. The study findings will also help to predict the future dynamics of marketing in relation to the current situation of COVID -19. The final results will also contribute to the existing knowledge concerning the general implication of the coronavirus pandemic (COVID-19) on the sectors of human resource management and marketing.

## **2. Literature review**

This section presents a review of past information about HRM, marketing and COVID-19 as extracted from different peer reviewed studies or articles. The literature review majorly focuses on the different HRM challenges and opportunities associated with the era of COVID-19

#### *HRM challenges and opportunities in the times of COVID-19*

[4] indicates that one of the major HRM challenges brought about by the COVID-19 pandemic is the difficulty encountered in adjusting new and current employees as well as coping with the drastically altered work conditions that involves changing to remote work environments or implementing new undesirable workplace policies and procedures in order to maintain social distancing which is one way of preventing coronavirus.

The P-E fit theory asserts that people are mostly attracted to and consequently selected by companies or organizations that have cultural traits, values, and work features similar to the beliefs, desires and values of these individuals [5]. In this case most professionals or causal workers who are accepted in an organization where their P-E fit is maximized tend to flourish and consequently experience elevated levels of job satisfaction, commitment and overall individual wellbeing. However, research indicates that when the environment that support the values and beliefs of the workplace is altered, the different benefits derived from such working environment are all affected and both the organization and employee are left with no option but to derive new ways of re-establishing cordial working relationship. Similarly with COVID-19, most benefits derived from normal working environment have been altered [6].

Research indicates that one of the major sought desires within the P-E fit work relationships focuses on the

fundamental objective of establishing strong relationships with the organizations and consequently striving for communion with fellow workmates and the employer. Throughout the whole process of recruitment, potential employees are always attracted to an organization based on this major or fundamental objective. But as most organizations adjust to new forms of working due to COVID-19, physical interactions are bound to reduce or permanently diminish hence the newfound P-E incongruence as a result of the pandemic could have disastrous impact on the general productivity and wellbeing of the workforce and organization as a whole [7].

[8] indicate that even amidst new forms of operating organizations such as working remotely, some organization are not yet conversant with the best ways through which working remotely can be made more effective towards increasing productivity of employees. Studies reveal that enhancing employee commitment through remote working and consequently maintaining a good working relationship between the employees and the organization requires implementation of strategic policies and procedures which sometimes is difficult to fulfill in some organization most especially in such times of COVID-19 where resources to support such initiatives are limited [9].

#### *Marketing challenges and opportunities in the COVID-19 era*

[10] indicate that the marketing sector has equally been affected by the dynamics of the coronavirus pandemic since most traditional marketing practices are no longer viable or effective with the “new normal.” Research indicates that with the prevalence of COVID-19, several changes have transpired in areas of marketing, advertisements, promotional engagements and the media. This has forced most big brands and businesses to re-strategise towards managing their current and future marketing or advertising needs as a way of maintaining a steady inflow of income [11].

Whereas most brands are focused on striking the most appropriate tone in the coronavirus pandemic or healthy emergency, it is evident that the future portends market alteration, stiff competition and increased demand for different creative as well as aggressive marketing practices [5] indicates that as big brands adapt and figure out the most appropriate methods for marketing or promoting their services and products in the times of COVID-19, government institutions are fighting had to stop unfair business practices as a way of protecting the different vulnerable consumers and consequently eliminate different COVID-19 scams on local and international markets. Research indicates that most businesses are continuously reevaluating most of their marketing and advertisement or promotional strategies. In this case most businesses are majorly focused on enhancing their advertisement and marketing levels mostly on online platforms since it is relatively hard to promote their products traditional marketing during the times of COVID-19.

## **3. Methodology**

This study was based on survey data collected from a total of 100 participants that included 50 HRM experts and 50 marketing professionals. The data was collected using a well-designed survey questionnaire that was posted online for the different HRM experts and marketing

professionals to provide their opinions concerning the impact of COVID-19 on human resource management and marketing. The reason for using these respondents was based on the fact that marketing professionals and HRM experts possess the best knowledge that can be based on to establish the current nature of the fields of marketing and human resource management as influenced by the different dynamics of COVID-19.

The selected web users were included in the study upon their consent and willingness to answer the different questions about the topic of study.

This therefore indicates that individual opinions of web users would play a significant role in ascertaining the current state of the fields of marketing and human resource management as influenced by the coronavirus pandemic as well as predicting the future of these fields incase this global pandemic persists.

Additional data was collected from different secondary sources such as journals, textbooks, and government documents having information relating to the effects of the COVID-19 pandemic on the HRM practices as well as marketing in different organizations across the world. The results were presented in form of tables and charts and consequently interpreted based on frequencies and percentages. This method of presenting and interpreting results was applied for this survey since it helps to comprehensively explain the narratives and opinions of respondents towards giving a more conclusive response to the main research question of the study.

**4. Results**

The coronavirus global pandemic has greatly affected different essential sectors in most organizations

across the world. Over 96% of the respondents confirmed that human resource management and marketing are the most effected sectors since the emergence of COVID-19 greatly changed the traditional working practices and marketing techniques as people were forced to start working remotely and us online platforms to market their products or services. However, a small section of respondents (4%) did not agree with the narrative that HRM practices and future marketing have been greatly affected by COVID-19.

Table1: Whether HRM and future marketing practices are most affected by COVID-19

Yes	96	96.0%
No	4	4.0%
Total	100	100.0%

Concerning the ways through which COVID-19 has affected human resource management, majority of respondents (36%) as presented in figure 1 indicated that the pandemic has increased remote working, 14% indicated that COVID-19 has increased employee layoffs and led to disruptions in the normal working practices respectively, whereas the least number if respondents (11%) indicated disruptions in the normal communication mechanisms. However, 13% of the respondents suggested opinions such as increased hiring of new employees, reduction in salaries of workers, deterioration in the individual wellbeing of employees, increase in agility, flexibility or creativity of HR professionals, and reduced commitment to different organizational activities while operating from home, among other opinions

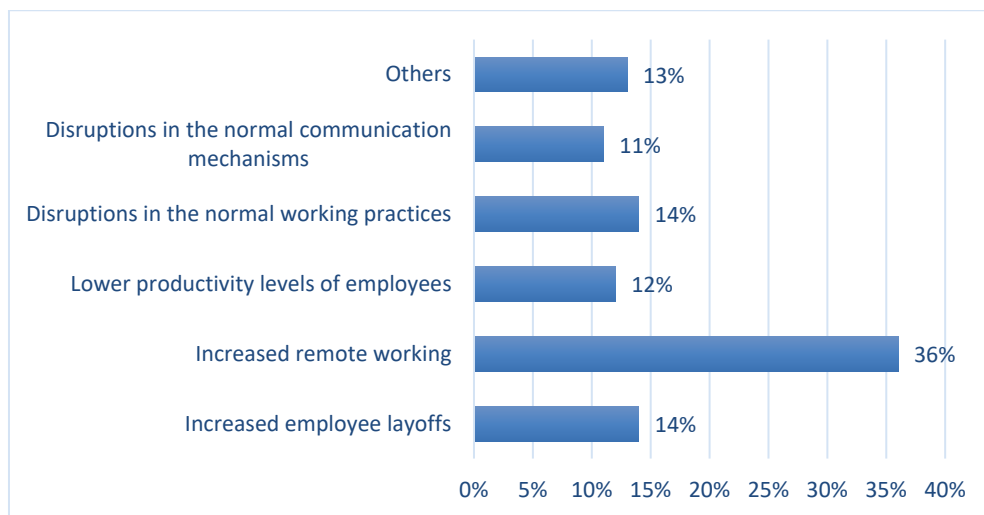


Figure 1: How COVID-19 has affected the field of human resource management

Concerning COVID-19’s effect of future marketing, the majority of respondents (39%) indicated a reduced physical contact with customers, 25% indicated an increased use of online marketing platforms, 16% were for reduced costs of operation in marketing, while the least

number if respondents (9%) were for increased bargaining power of suppliers. 11% of the participants gave other opinions such as reduction in the number of customers, reduction in total sales, i9ncrease in and online viewership for online marketing websites, among other opinions.

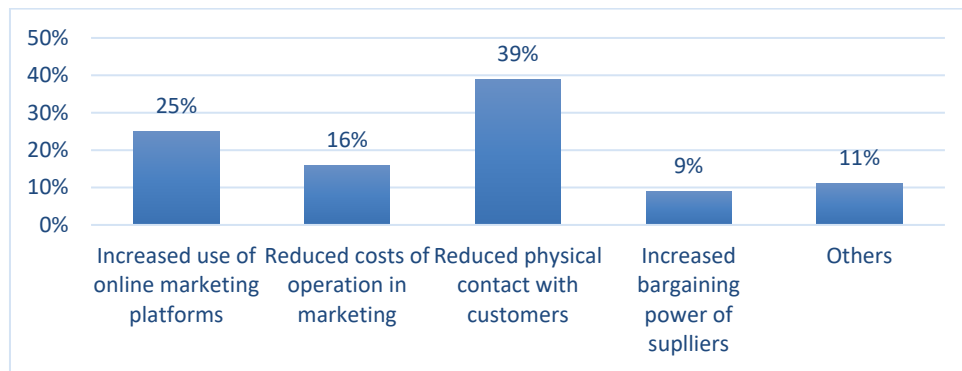


Figure 2: How COVID-19 has affected future marketing in different organizations

The study also focused on establishing the different ways through which businesses or organizations can cope with the new challenging times of COVID-19 most especially in the areas of HRM and marketing. In this case, majority of respondents (56%) selected adopting new forms of technology for marketing and HRM, 24% selected employing new relevant workforce while the least number of respondents (9%) selected laying off less important

employees to lower costs of operations. However, 11% suggested other measures such as restructuring the organization or business to focus on other activities that are compatible with the current times, and lowering process of some products to attract more customers to buy online, among other suggestions.

Table 2: How organizations or businesses can address the challenges of COVID-19 in areas of HRM and marketing

Measures	Frequency	Percentage (%)
Adopt new forms of technology for marketing and HRM	56	56
Employ new relevant workforce	24	24
Layoff less important employees to lower costs of operation	9	9
Others	11	11
Total	100	100

## 5. Discussion

Whereas there is an increased debate about the impact of the coronavirus pandemic (COVID-19) on human resource management and marketing in different organizations across the world, most of the emerging opinions and perceptions from different experts are much associated with the observations or guidance that seek to explain what a 'new normal' might be in the times of COVID-19. Most studies and responses from HRM experts reveal that the times of COVID-19 have brought about several implications that are both a challenge and an opportunity to embrace new innovations of conducting organizational tasks or activities [3]. Most HRM experts and individuals in the field of marketing confirm that new approaches such remote working and online marketing f have been embraced as a way of coping with the challenging and changing times as result of coronavirus. With the increasing uncertainty around the world due to lack of a vaccine or cure for coronavirus, most organizations have supported and encouraged their employees to use different online platforms or applications such as the zoom app to undertake different HRM and marketing tasks on behalf of their organizations. This to some extent has left some individuals jobless since multiple tasks can now be done remotely by a single individual as opposed to being done by several employee at the workplace. While remote working has become and will continue to be a norm and a flexible way of working among most professionals, it is important to understand that this

practice is associated with several implications on the traditional working and marketing practices [1].

The study revealed that there is a higher likelihood that the current changes in the HRM and marketing practices will spread out to all countries across the world due to the fact that COVID-19 is global pandemic and has impacted nearly every part of the world. From the different responses obtained from the HRM experts that participated in the survey, it is clear that although COVID-19 has affected very many areas or industries across the world, the field of human resource management has been affected most. This is because millions of workers have been laid off or encouraged to adopt working remotely which to a greater extent has affected has had severe implications on the affected personalities [4]. However, a section of respondents reveal; that the pandemic has had a positive impact on their mode of operation. For example, most HRM experts from the ears of public relations or administration, finance and insurance as well as management, revealed that the dynamics of COVID-19 were positively impacting their operations.

Most participants confirm that they have found a lot of convenience in working remotely since it gives them an opportunity to operate in a relatively free or flexible environment as compared to their actual workplaces. Furthermore the study findings revealed that most professionals prefer working remotely since it enables them to reunite with their families and consequently strengthen their relationship ties with both their children, spouses, and

other family members, which is always not possible with the normal working practice of operating from their actual workplaces. The findings also conform that some sectors have engaged in more hiring processes to address the new changes brought about by the pandemic. Nevertheless, the findings revealed that most of the organizations have halted their hiring processes since most of the activities were halted by the increasing soared of COVID-19 across the world.

Whereas most participants indicated that there increased remote working, which is predicted to continue increasing in the future, most recent research shows that some organizations are continuously reviewing the effectiveness and sustainability of remote working and are yet to commit themselves to this style of work. It is evident that most organizations have not generated much review or sales by their employees working from home since there is limited supervision that tends to make the employees less committed thereby affecting productivity or general output from the employees. The literature shows that to some extent some organization are not yet conversant with the ways through which remote working operates and this has to a greater extent affected productivity and performance of some employees and the organizations as a whole [5]. It is important to note that implementing remote working requires organizations to implement different new policies, strategies, procedures, regulations and systems that sometimes become hard to fulfill for some organizations.

## 6. Conclusion

The general impact of the COVID-19 global pandemic on HRM and SCM practices and future marketing is an unfolding story that is greatly complex as well as fluid most especially in its ever-changing dimensions. One of the most significant impacts of the coronavirus pandemic is on the well-being of organizations and the general nature of traditional workplaces as well the future marketing of different products and services offered by businesses or organizations. Despite the fact that the different long-term implications of coronavirus are uncertain, it is highly likely that the pandemic will continue to greatly affect organizational life and future marketing initiatives in different organizations across the world. In this case it recommended that organizations focus on forward thinking, building on the major assumption that the main challenge being faced globally is not a singular, anomalous event, but is instead associated with a “new reality” that offers different new opportunities that all marketers, HR professions and all organizational scholars or practitioners must embrace in order to cope with the changing times.

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