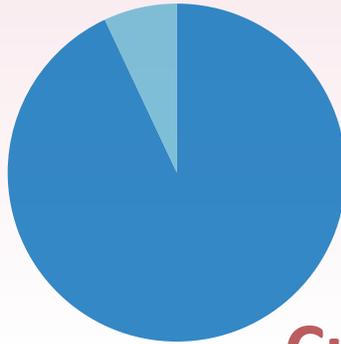


Do employers value employees with language and culture skills?

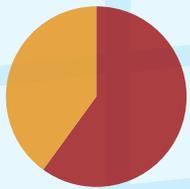
In a survey of 2100 U.S. HR departments...



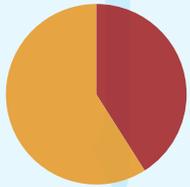
93% of respondents value employees who are able to work effectively with customers, clients, and businesses from a range of different countries and cultures.

Language Skills

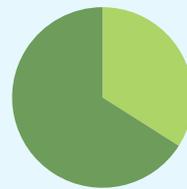
Culture Skills



66% of respondents reported identifying foreign language skills as part of the hiring process



41% of respondents reported a hiring preference for multilingual applicants



34% of respondents reported a hiring preference for candidates with multicultural experience



22% of respondents reported a hiring preference for candidates with international experience

Industries with the greatest demand for foreign language ability

Government and Public Administration
Information Services
Educational Services
Health Care
Administrative Services



Customer Service
Sales
Vendor Management
Marketing

Skill sets sought in combination with foreign language ability

College majors sought in combination with foreign language ability

Education
Social Services
Arts, Humanities, and Social Sciences
Agriculture, Natural Resources, and Environmental Sciences



Data come from a 2014 survey of U.S. employers in the government, for-profit, and not-for-profit sectors, in 49 states and DC.

Some of these results are reported in: "The demand for multilingual human capital in the U.S. labor market," by Damari, Rivers, Brecht, Gardner, Pulupa, and Robinson (2017), published in *Foreign Language Annals*: <http://tinyurl.com/FLAnnalsDemand>.

This infographic was produced by the National Foreign Language Center at the University of Maryland, www.nflc.umd.edu.



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