

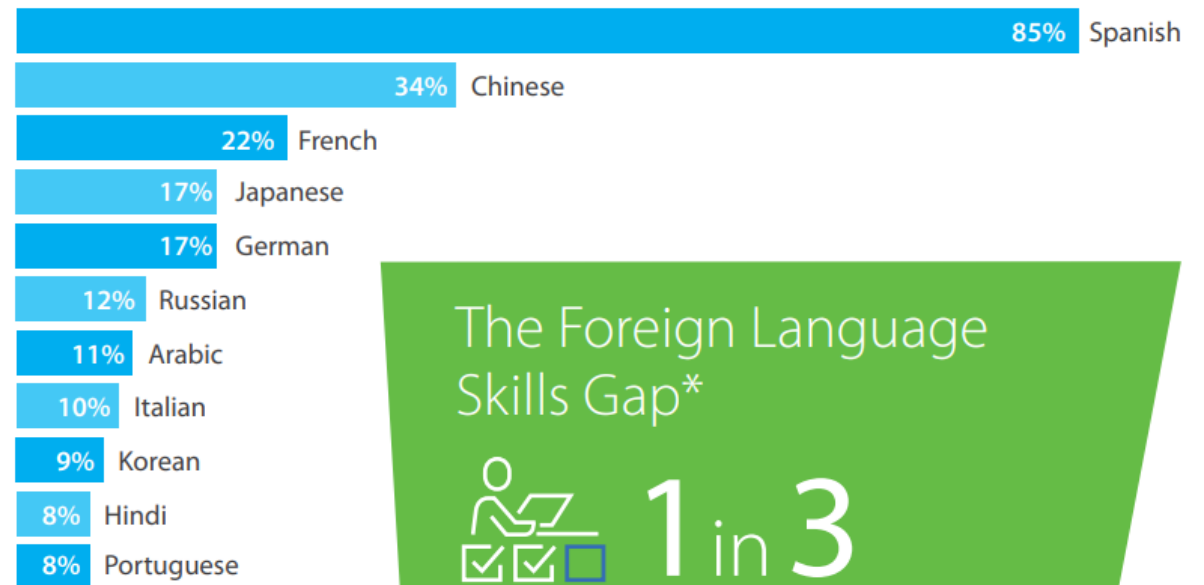


# What Foreign Languages Mean for U.S. Employers

**9 out of 10**   
rely on employees with  
language skills other than English

**56%**   
say their foreign language demand  
will increase in the next five years

## Most In-Demand Foreign Languages Reported by U.S. Employers



**The Foreign Language Skills Gap\***

 **1 in 3**  
foreign language-dependent U.S.  
employers reports a **language skills gap**

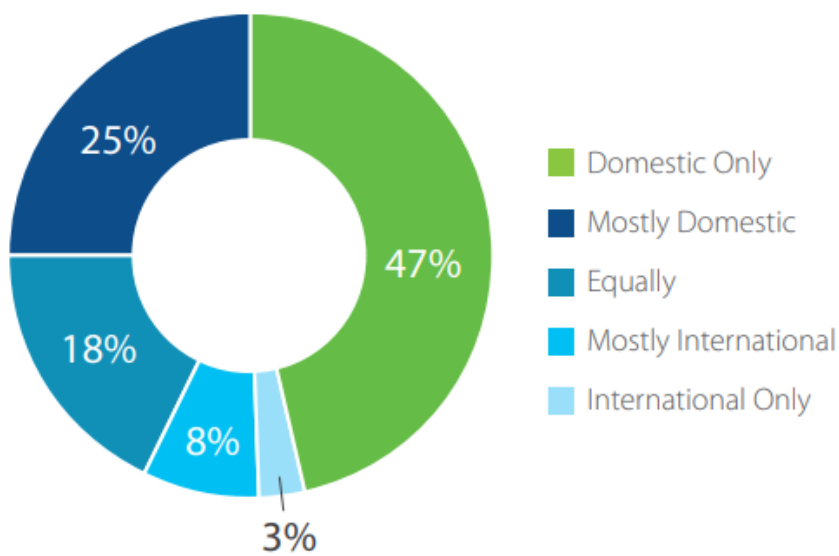
 **1 in 4**  
U.S. employers lost business due to  
a **lack of foreign language skills**

\*A foreign language skills gap occurs when an employer has foreign language needs that are not currently met by its employees.

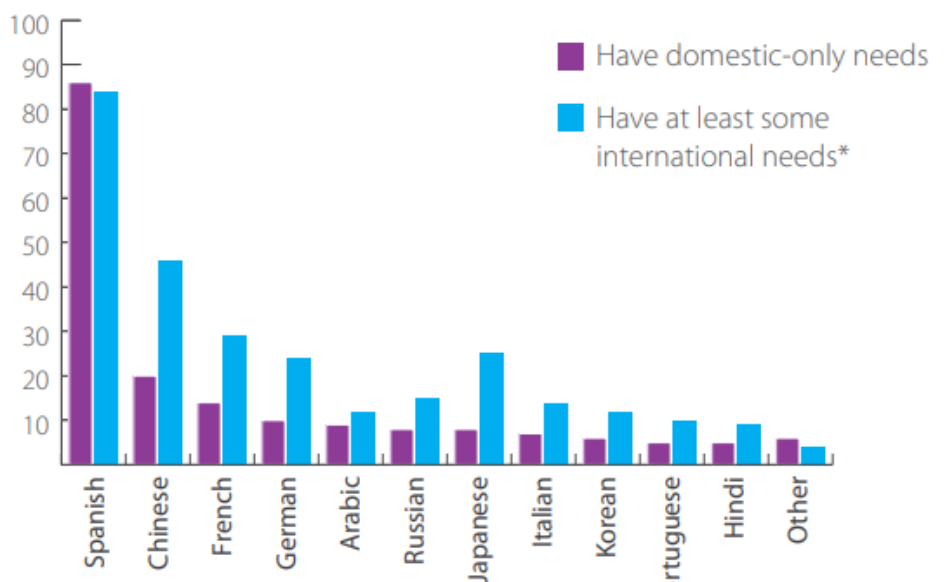
**Top 5 Departments**  
with greatest foreign language skills need

-  **1. Customer service**
-  **2. Sales**
-  **3. Marketing**
-  **4. Management**
-  **5. IT**

## U.S. Employers' Domestic and International Foreign Language Needs



## Demand for Specific Foreign Languages, by U.S. Employers with Domestic-Only vs. International Foreign Language Needs



\*Because employers with at least some international foreign language needs may also have some domestic needs, it cannot be assumed that a given language is necessarily used for the international market.



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### Making Languages Our Business: Addressing Foreign Language Demand Among U.S. Employers

Survey findings from the American Council on the Teaching of Foreign Languages (ACTFL) with the support of Pearson LLC and Language Testing International

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