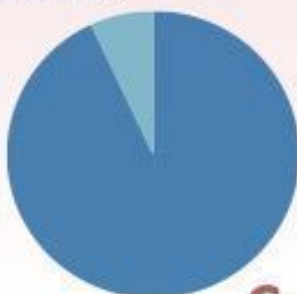


# Do employers value employees with language and culture skills?

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



### 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](http://www.nflc.umd.edu).



NATIONAL FOREIGN  
LANGUAGE CENTER



# WORLD LANGUAGES IN VIRGINIA

Business and Education



Virginia exports  
products and  
services to

**214 countries,**

and their 2017 total  
export value was

**\$35.9 Billion.**



In 2017, over **700,000 Virginia workers** had jobs related to **international trade** with the following countries:

Canada:  
163,300

Japan:  
37,300

Mexico:  
135,300

South  
Korea:  
28,700

★ China:  
204,300

★ EU:  
156,600

UK:  
32,100

# WORLD LANGUAGES IN VIRGINIA




## INTERNATIONAL BUSINESS IN VIRGINIA

Virginia exports products and services to over **214 countries**.

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Japan

China

Canada

South Korea

Mexico

EU

UK



## THE IMPORTANCE OF LANGUAGE EDUCATION



- **9 out of 10 US employers** rely on multilingual employees.
- **1/3 of US employers** report of a language gap in their company.
- **56% of US employers** say foreign language demand will **greatly increase over the next 5 years**.
- **47% of employers** say there is a need for language skills in **both the domestic and foreign markets**.



## LANGUAGE EDUCATION IN VIRGINIA



**16.4%** of Virginians speak a language other than English at home.



**10** Virginia public school districts currently offer **dual language immersion education**.



## The Seal of Biliteracy

The Virginia State Department recognizes high school students who achieve proficiency in more than one language other than English.



Virginia Economic Development Partnership  
[http://export.virginia.org/wp-content/uploads/2018/02/VEDP\\_Fast-Facts\\_Topics\\_Virginia-Products-and-Service-Exports\\_July18.pdf](http://export.virginia.org/wp-content/uploads/2018/02/VEDP_Fast-Facts_Topics_Virginia-Products-and-Service-Exports_July18.pdf)  
 Business Roundtable:  
<https://tradepartnership.com/wp-content/uploads/2019/03/Trade-and-American-2019-FINAL.pdf>  
 US Census Bureau:  
<https://www.census.gov/quickfacts/fact/table/VA/POP815218#POP815218>  
 Virginia Department of Education:  
[https://www.doe.virginia.gov/instruction/foreign\\_language/resources/dual-language-immersion-2020.pdf](https://www.doe.virginia.gov/instruction/foreign_language/resources/dual-language-immersion-2020.pdf)