PERSPECTIVES FROM THE

2016 ICF Global Coaching Study

Managers and Leaders Using Coaching Skills

16 percent
indicated that they are managers/leaders or HR/talent development managers/directors who use coaching skills

73 percent
have received approved or accredited coach-specific training

76 percent of managers/leaders
use coaching knowledge, approaches and skills with teams and workgroups

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The *2016 ICF Global Coaching Study* is the third such industry research project commissioned by the International Coach Federation (ICF) to provide an up-to-date picture of the coaching profession worldwide.

The study was conducted by PricewaterhouseCoopers LLP with a six-month survey period that began in July 2015. Available in nine languages, the survey was completed by 15,380 respondents from 137 countries, making it ICF's most extensive industry research project to date.

For the first time, the 2016 study includes data specific to individuals who self-identify as managers and leaders who use coaching skills. Among those respondents identifying that they use coaching skills, 54% described themselves as managers and leaders within their organizations; the remaining 46% said they use coaching skills in their roles as human resources or talent development managers or directors.

As a compliment to internal and external coach practitioners, organizations are leveraging managers and leaders within the organization to provide a strong coaching culture. With almost three in four (73%) having received accredited or approved coach-specific training, and more than one in four holding an ICF Credential, the expectation exists for these individuals to be highly qualified in applying coaching skills.

THE STUDY

15,380 respondents
from 137 countries

Approximately 53,300
coach practitioners worldwide

$2.356 billion USD
estimated 2015 global revenue from coaching

ICF International Coach Federation

Learn more, access the Executive Summary and purchase the Final Report at **Coachfederation.org/2016study**.

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