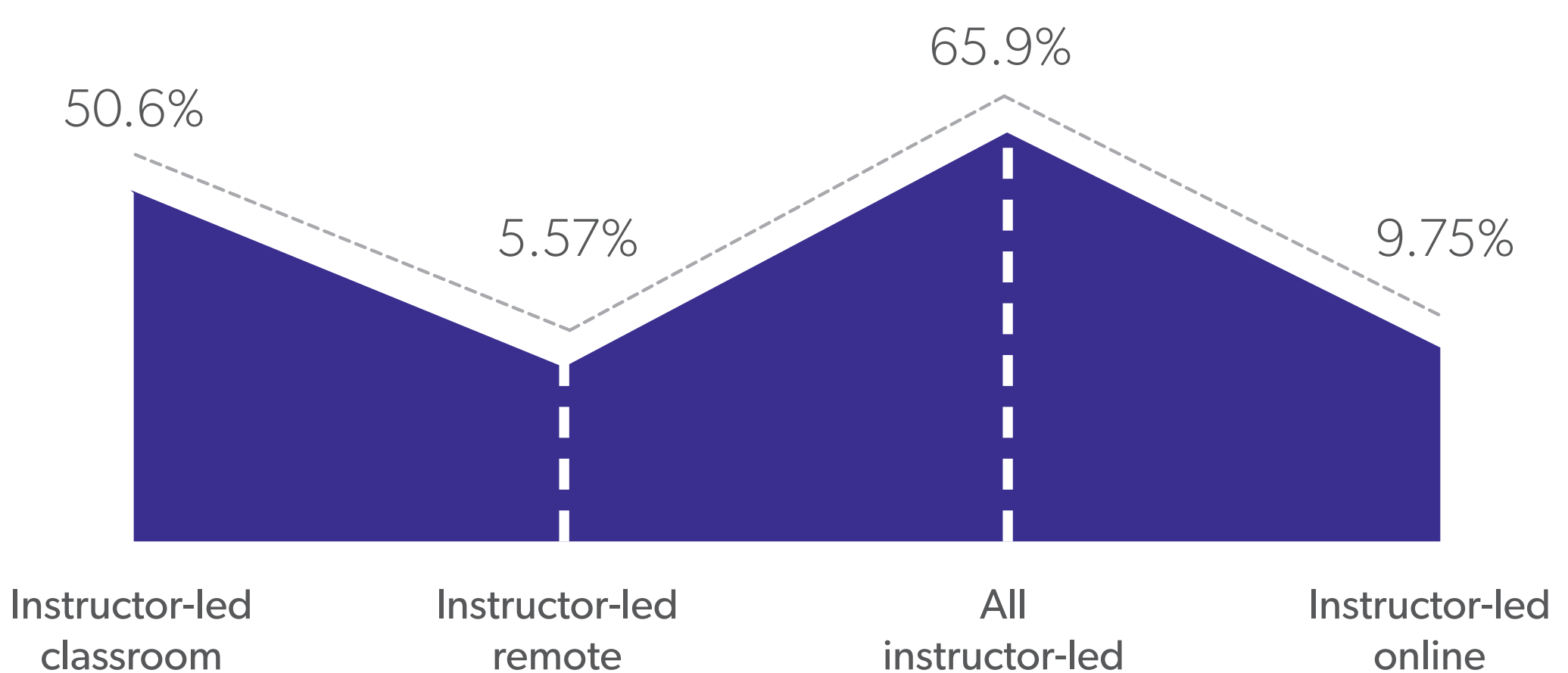


TRAINING TRENDS

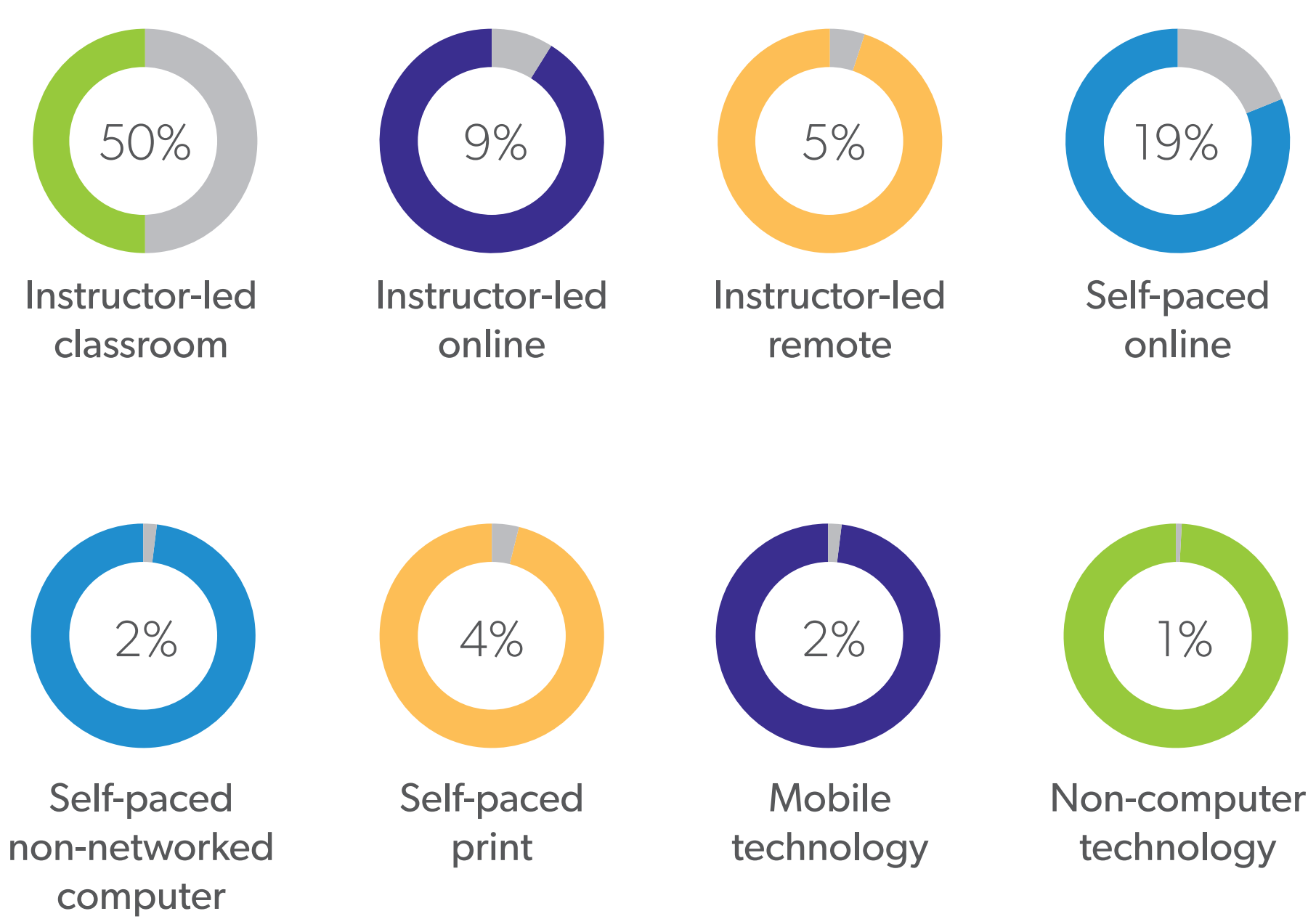
According to the Association of Talent Development's 2015 State of the Industry Report and reports from Forbes, organizations continue to show their commitment and support to employee learning and make significant investments in training programs across a variety of learning content areas.

Instructor-Led Delivery Methods



Spending on **corporate training** has grown to over **\$70 billion in the U.S.** and **\$130 billion in the world.**

Average Percentage of Formal Learning Hours



Average Percentage of Learning Content by Content Area

Managerial and Supervisory	13.0%
Profession or Industry Specific	10.6%
Mandatory and Compliance	10.3%
Processes, Procedures, and Practices	9.4%
New Employee Orientation	8.1%
Sales	7.6%
Interpersonal Skills	7.3%
Executive Development	6.9%
Information Technology and Systems	6.7%
Customer Service	6.5%
Product Knowledge	6.5%
Basic Skills	5.5%

Training research shows that the **number one area** of spending is **management and leadership** (35%).