



ARGENTINA

Country Report for ICCI Global Conference call, May 10th, 2016

1. What is happening in your country in the economy, politically and labor market:

As the economy situation is negatively influenced by local inflation – 11.6% just in this year first quarter - we are pretty optimistic about inflation rate descent on the second half of this year, and on an expected business recovery for next year.

As previously mentioned, Argentina's economy went during the last two years through one of the worst situations that this country experienced on the last 10 years.

Besides that, and as you may had news, a new Argentinean government took office on last December, being constituted mainly by recognized professionals on their respective fields – instead than by just politicians – and already began to implement several actions to correct the most worrying aspects of our long time injured economy, for example reversing the strict foreign currencies restrictions, business and travel restrictions in force, began to build a new trustable statistics structure (distorted for years), and to reopen and strengthen lost links with or former traditional "client countries", and the most important international economy institutions.

We have already received very positive feedback, as well as many gestures of welcome from most countries in the western world and Asia, being there many new projects on the go, so we may expect a pretty better future coming.

2. What is happening in professional career coaching organizations?

Our business improved during 2015. Even under our prevailing very severe restrictions climate, as mouth to mouth Coaching programs recommendations worked pretty well, but still more important, was the support received from our colleagues of Arbora Global Career Partners, from whom we received some OP or Coaching programs referrals from the UK and Brazil.

We hope to keep on that same trend in 2016, and are pretty optimistic about next coming year.

3. *What strategies are career coaches using to compete in today's market place*

The whole profession of Career Coaching, Outplacement and hiring keeps struggling as many others in Argentina, on a climate of low credibility on rarified business climate, trying to keep supplying - even in such circumstances - the best possible services.

As many local companies are beginning to prepare their HR to compete successfully on their respective fields, we are certainly watching carefully for new requirements, which may in turn produce an increasing demand for new and better trained people. Based on that, we are expecting some moderate improvements and grow for the second half of 2016, and to continue in that same trend on the next year.

4. *How can ICCI add more value?*

Even when Career Certification has unfortunately not been, and keeps not being an issue in Argentina on these days, we are optimistic about this.

As - on our experience - when competition begins to have place, usually HR programs requirements begin to increase - instead that just reliability or confidence in hard times - so we keep revising and trying to update our offered programs, and the same with our consultants knowledges, in order to be able to answer possible changes of the market, and to deliver the best possible programs and services.

In this same order, and if these optimistic predictions begin to be followed by business improved results, it may be expected that the local professional panorama may begin to waken up and to become a little bit clearer, and in such case, it may be possible that some professional organizations - as ICCI - may begin to gain some weight in Argentina.

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