



ARGENTINA

Country Report for ICCI Global Conference call November 17th, 2015

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

As previously mentioned on my comments for our last May Global Council meeting, most of the issues mentioned there, have not experienced significant changes. As said before, Argentina's economy during the last one and half years and the first half went through one of the worst situations this country experienced on the last 10 years.

I am sorry to comment now, that that same trend kept worsening, being the actual situation of still more strict foreign currencies and business restrictions.

The same situation mentioned at my previous report of two co-existing foreign currencies markets, one the so called "official market" and a second one known as "blue market" which quotations gap between both, increased to be actually of 61% higher than the official one.

As a sample of the many consequences of this, most air transport and travel companies stopped the usually available financing plans for travellers, demanding payments in advance, or at the arrival of the passengers to their travel destinations or hotels.

Another consequence is that it produced in turn, severe diminutions or complete stoppings on business with most of our international "partner" countries. As a consequence, business environment is actually not clear and pretty pessimistic.

As also mentioned previously, we are very close to the next government election pools scheduled to be carried on next week end, having the actual administration experienced big losses on may states and cities, with still lower possibilities of being re-elected, Thus being there strong expectations that a new administration may take office at the end of this year.

Even when nobody can still be sure about that an opposition political party may take office, it seems pretty clear that no matter who, some unavoidable changes on the above mentioned issues should be introduced, which may bring – not on the very short time but on the coming months – some slight improvements. So, a returning to a “normal” business climate with substantial changes, and better results may not be expected before the last quarter of 2016.

2. What is happening in the profession of career coaching?

The profession of career coaching is currently struggling as many others in Argentina on a climate of low credibility – for example with a lack of trustable official statistics – with rarified business climate, trying to keep supplying even in such circumstances the best possible services, being pretty optimistic and expecting moderate improvements and grow for 2016.

3. What is happening in professional career coaching organizations?

Professional career coaching organizations are maintaining for the time being very low profile.

4. What strategies are career coaches using to compete in today´s market place

On the last couple of years, there have been some major changes, powered by the international career coaching firms like LHH and Right, which opened own local offices. That way, their former representatives where pushed to join one of the professional career coaching firms associations, like Arbora or Career Partners Intl., trying to recover some of their former local companies clients, linked these leading firms by international contracts.

It is also notable the severe dropping on hiring activities, caused by the important decrease in commercial and industrial activities, which forced most of these usually hiring firms to begin the offering of “sort of” coaching and outplacement programs at reduced prices trying to attract clients, distorting this way still more, what has been an already complicated market.

How can ICCI add more value?

Considering the above detailed situation, in my modest opinion, this issue may not be right now a priority in our country, as it may be pretty difficult to find suitable spaces nor right attitudes to consider that.

In case of interest, we keep at the disposal of our colleagues to widen or further analyse any of the above mentioned issues, or others related.

--

Ismael Ajzenszlos
Partner-Director

Ajzenszlos & Associates
Coaching & Outplacement

Buenos Aires, Argentina

(+5411) 4702-5636

(+54911) 5528-5636

www.careerscoaching.com.ar