

# Coaching Research



**According to a 2016 study conducted by *Human Capital Institute and International Coach Federation*, organizations with a strong coaching culture...**

- Measured **higher employee engagement** (62% of employees rated as highly engaged compared to 50% of other responding organizations)
- Report recent **revenue above their industry peer group** (51% of organizations compared to 38% of other responding organizations)
- 87% report that current **training for managers/leaders to use coaching skills** has been instrumental in building a coaching culture, compared to 43% of other respondents

**The *International Coach Federation* Reports...**

- The benefits of coaching are many; 80% of people who receive coaching report **increased self-confidence**
- And over 70% benefit from **improved work performance, relationships** (73%), and **more effective communication skills** (72%)
- 86% of companies report that they **recouped their investment** on coaching and more
- Coaching is nearly a **\$3 Billion / Year** Industry
- 99% of Coaching Clients are **Satisfied with their experience**