

Georgia's Top Ten Export Markets

(in millions of dollars)

**Enhance these markets,
and decrease our trade deficit.**

Partner	2002	2003	2004
World Total	14,412.7	16,286.2	19,632.7
Canada	3,637.7	3,961.6	4,265.2
Japan	1,248.7	1,517.3	1,545.6
Mexico	1,091.4	1,163.2	1,495.1
U.K.	954.3	1,036.1	1,111.2
Netherlands	625.8	892.8	832.9
China	415.6	644.2	801.4
Germany	561.2	609.0	709.7
Italy	244.8	316.2	696.9
Singapore	236.9	261.1	661.2
Korea	221.2	328.5	523.6

Languages of Partners:

Canada— English and French

Japan—Japanese

Mexico— Spanish, Mayan, Nahuatl

UK— English, Welsh, Gaelic

Netherlands— Dutch, Frisian

China— Mandarin, Cantonese, Shanghaiese, Fuzhou, Hokkien-Taiwanese, Xiang, Gan, Hakka

Germany— German

Italy— Italian, German, French, Slovene

Singapore— Mandarin, English, Malay, Hokkien,,Cantonese, Teochew, Tamil, Chinese dialects

Korea—Korean, English, Sherpa, Chinese

A Japanese manufacturer was asked by his North American counterpart:

“What is the best language in which to do business?”

The man replied:

“My customer’s language.”

Workplace of the Future

Predicted in 1996, still true today:

“The workplace of tomorrow is a world of many cultures and languages . . . with new forms of global commerce we can’t even imagine today”

(Kiplinger Washington Editors, 1996)

Georgia is competing to attract business and industry to the area to:

- ⇒ Become a free trade zone
- ⇒ Become the hub for numerous international corporations

Georgians are competing to work in the following:

- ⇒ Government positions, international, national, & state;
- ⇒ State positions in the service and security industries;
- ⇒ Business positions in international and national industries and corporations.



**A new day is dawning in Georgia and Georgians with World Language skills & cultural knowledge
CARE
to:**

- ⇒ **Create a competitive work force**
- ⇒ **Attract new international businesses and opportunities**
- ⇒ **Raise Georgia’s educational standing**
- ⇒ **Enable student success not only on standardized tests but also in the workforce**



Please support efforts of the Foreign Language Association of Georgia (FLAG) to enhance the language programs in Georgia.

www.flageorgia.org

**For Georgians,
World Language
Capabilities = Business & Job
Opportunities**

Because:

- Today, more and more local businesses work closely with companies in other countries;
- Four out of five new jobs in the U.S. are created as a result of foreign trade;
- Individuals skilled in languages and the knowledge of other cultures have employment opportunities in government, security, business, law, teaching, technology, the military, communications, industry, social service, medicine and health care, and marketing;
- 200,000 Americans annually lose out to jobs in business because they do not know another language.



**October 5, 2005
Summit on International Education
Sponsored by CASIE**

José Ignacio Gonzales, Keynote Speaker and coordinator of efforts to attract the Free Trade Area to Atlanta, gave **“a stirring plea from the business community for Georgia to improve foreign language educational offerings...”**

**January 6, 2006
Secretary of Education, Margaret Spellings
International Summit of University Presidents
Washington, DC**

*“As you know, we face a severe shortage of Americans who speak languages that are critical to our national security. While only 44 percent of our high school students are studying any foreign language, learning a second or even a third foreign language is compulsory for students in the European Union, China, Thailand, and many other countries, including those you might not expect, like Kazakhstan. **Many begin learning before they're even 10 years old. And as fluent, accent-less adults, they will have a strong advantage over monolingual Americans in developing new relationships and businesses in countries other than their own.”***

<http://exchanges.state.gov/>

For more information please visit:
World Languages & International Education in Georgia: Foreign Language Association of GA (FLAG) www.flageorgia.org

Georgia Coalition of Language Learners (GCLL) www2.gsu.edu/~wwwgcl/

Center for the Advancement and Study of International Education (CASIE) www.casieonline.org

Georgia Department of Education—
Languages and International Education
http://public.doe.k12.ga.us/ci_iap_languages.aspx

**WORLD LANGUAGE STUDY
= Student Success**

Documented benefits of world language study include evidence that:

- ⇒ **Students in the Georgia ESFL Model Program** “are making **impressive progress** toward mastering foreign languages” (CAL, 1997-1998).
- ⇒ **Third graders** learning Spanish showed **statistically significant gains** on the Metropolitan Achievement Test I math and language after only one semester. (Armstrong and Rogers, 1997).
- ⇒ **Fifth graders** in Louisiana taking foreign language **outscored other students** on the English portion of the LA Basic Skills Test, regardless of race, gender, or academic level (Rafferty, 1986).
- ⇒ **SAT-Verbal scores** of students who had taken four to five years of foreign language were **higher than those of students who had taken four to five years of any other subject** (Cooper, 1987).
- ⇒ In addition to enhanced academic performance, **FL students gain self-esteem and confidence** through their study of other languages and cultures. (Curtain & Dahlberg, 2004, Lipton, 1998)

