



# EXCELSIOR INFORMA

## COMPANY EMPLOYMENT SCHEMES OBTAINED FROM THE CHAMBER OF COMMERCE SYSTEM

Anno 2023  
Lazio

### Introduction

In 2023, the positive trend in job demand planned by companies continues, albeit with a slower growth rate than that recorded in the previous two years. The number of companies that have planned to hire goes from around 785 thousand in 2022 to the current 823 thousand (+4.9%); more marked, equal to +6.4%, will be the increase in the number of workers joining the company workforce, which this year will reach 5.5 million units (compared to 5.2 in the previous year). The improvement in the Excelsior indicators is in line with the main labor market indicators detected by ISTAT, which in the second quarter of 2023 signal an increase in the employment rate (+1.2 points compared to the second quarter of 2022) and, at the same time, a reduction in the unemployment rate (-0.5 points).

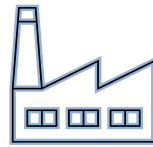
However, the growth in demand for labor is accompanied by a greater difficulty for companies in finding the desired profiles, a problem which affects 45% of planned revenues in 2023 (compared to 41% the previous year) and which mainly derives (for approximately two cases out of three) from an insufficient presence of people in the labor market available to join the company. However, problems linked to the inadequacy of candidate preparation with respect to the needs of companies are less frequent (one case in three).

This publication focuses on the main characteristics of the revenues planned in the region for the year 2023.



EXPECTED INFLOW

<b>2023</b>	<b>557,380</b>
<b>2022</b>	<b>497,590</b>



COMPANIES HIRING

<b>57%</b>
<b>54%</b>



YOUNG PEOPLE

<b>28%</b>
<b>28%</b>



DIFFICULT TO RECRUIT

<b>39%</b>
<b>34%</b>

### SUMMARY

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### Work opportunities in 2023 in the region

	Expected inflow (a.v.)	% difficult to recruit
Specialised labourers	65,400	53.7
Plant operators and stationary and mobile machinery operators	42,400	43.6
Skilled professions in commercial activities and services	143,920	41.8
Technical professions	84,820	41.4
Managers and intellectual, scientific and highly-specialised professions	56,220	39.9
Unskilled professions	105,590	27.2
Employees	59,040	24.9

N.B. Due to the rounding off, the sum of the single percentage values may differ by 100. This note is valid for all the graphs in this bulletin that show percentage compositions.

## COMPANY AREAS OF INCLUSION AND MAIN PROFESSIONS

This page shows the main company areas of inclusion, with several characteristics regarding inflow, and the professions most requested by companies for 2022 in the region. It should be noted that, unless otherwise specified, the professions indicated in the bulletin refer to the classification of professions of ISTAT CP2021 (3 digit).

### Characteristics of expected inflow by business area in the region in 2023

BUSINESS AREA	INFLOW (a.v.)	% of total	% up to 29 years	% difficult to recruit
<b>Total</b>	<b>557,380</b>	<b>100.0</b>	<b>28.0</b>	<b>38.5</b>
Direction and General services areas	36,550	6.6	22.9	43.6
Administrative areas	38,020	6.8	21.1	29.7
Technical and planning areas	67,680	12.1	28.2	49.8
Area of production of goods and provision of the service	246,750	44.3	25.5	38.6
Commercial and sales areas	101,950	18.3	41.5	34.3
Logistics areas	66,440	11.9	23.3	35.6

### The sectors that expect more inflow in the region in 2023 (a.v.)

Accommodation and catering services; tourist services	92,440
Operational support services for businesses and individuals	72,890
Retail trade, wholesale trade and repair of motor vehicles and motorcycles	69,230
Construction	56,960
Transport, logistics and warehousing services	45,140

### The professions most requested in the region in 2023

of which difficult to recruit (%)

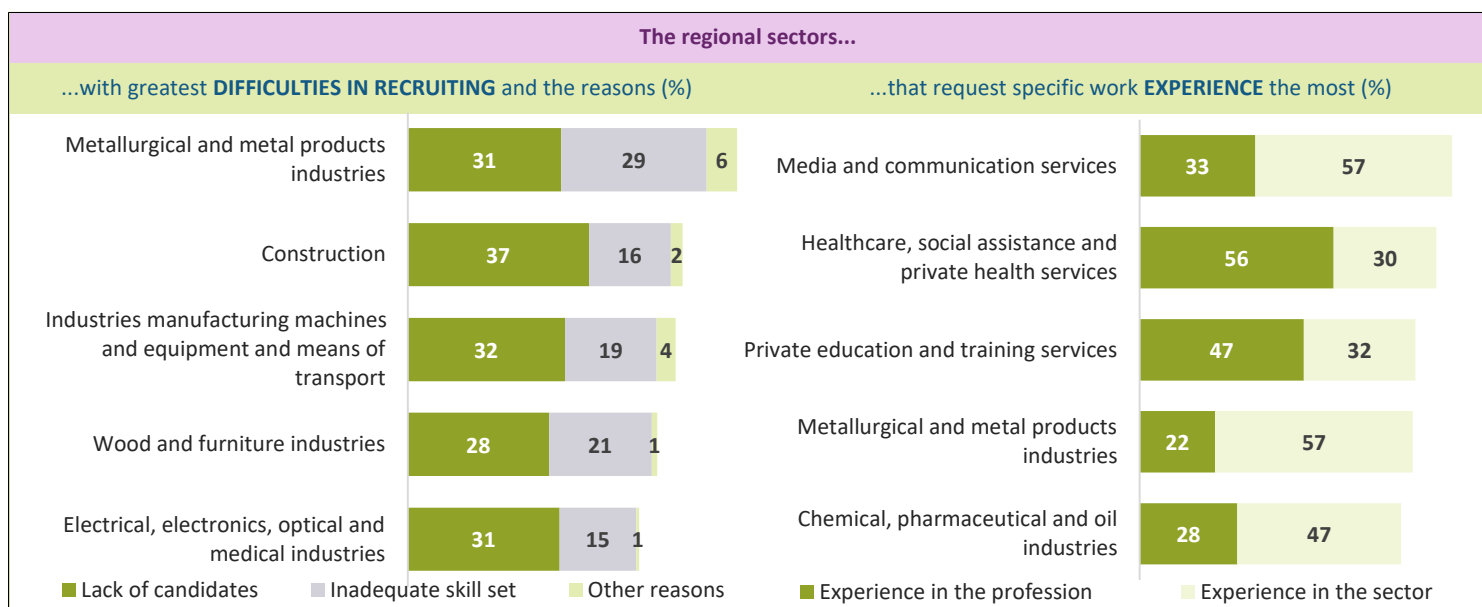
522-Trainers and employees in catering activities	70,920	51
814-Unqualified staff in cleaning services	60,620	29
512-Sales employees	47,670	29
813-Unqualified personnel responsible for moving and delivering goods	27,790	25
411-Secretariat and general affairs employees	27,470	25
742-Drivers of motor and animal-drawn vehicles	25,980	51

## MAIN CHARACTERISTICS OF WORKERS REQUESTED BY COMPANIES

The main characteristics of the incoming figures are summarised below, organised by sector. The data concerns the difficulties in recruiting, experience required, gender and type of contract requested; the figure for the region is compared with that of the geographical distribution and the national figure.

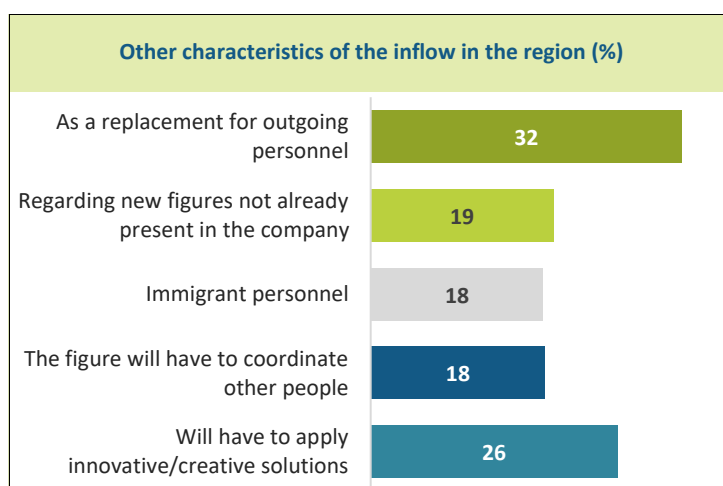
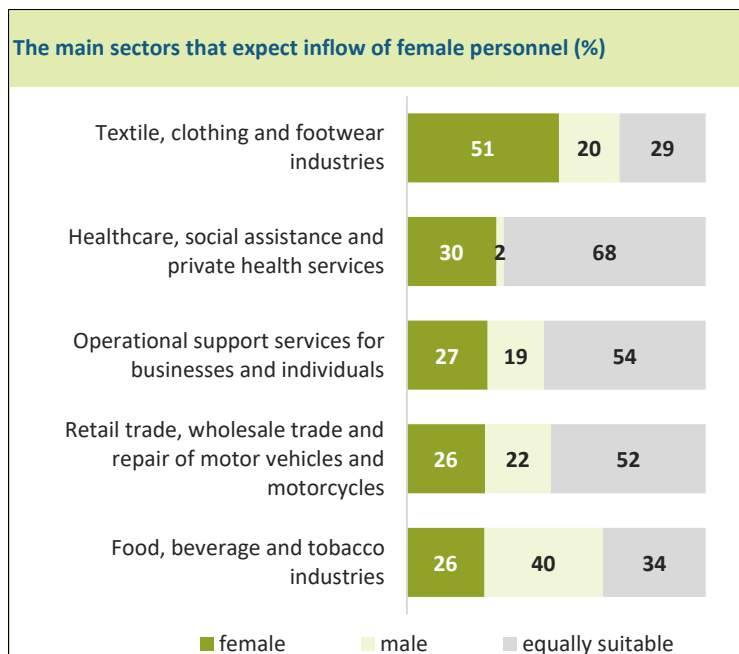
Difficulty in recruiting (%)	Reg.	Central	Italia
<b>Total, of which:</b>	<b>38.5</b>	<b>43.2</b>	<b>45.1</b>
for lack of candidates	23.8	26.9	28.4
due to inadequate skill set	11.1	12.2	12.4
for other reasons	3.6	4.1	4.3

Experience requested (%)	Reg.	Central	Italia
<b>Total, of which:</b>	<b>67.9</b>	<b>65.7</b>	<b>65.3</b>
in the profession	23.5	21.5	22.2
in the sector	44.4	44.2	43.1
non requested	32.1	34.3	34.7

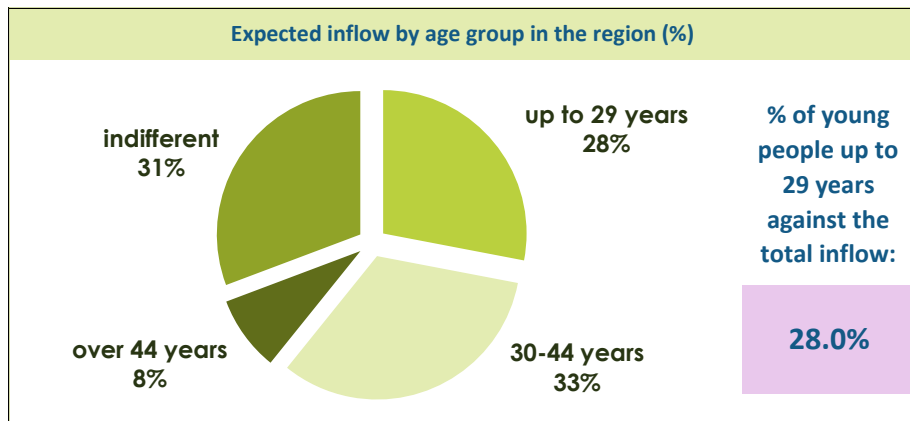


Gender requested (%)	Reg.	Central	Italia
female	17.1	18.8	18.0
male	27.5	30.3	31.8
equally suitable	55.4	50.9	50.2

Contracts proposed (% values)	Reg.	Central	Italia
<b>Workers employed by the company</b>	<b>83.9</b>	<b>83.9</b>	<b>83.2</b>
with a permanent contract	20.8	19.5	19.7
with a fixed-term contract	54.6	54.1	54.2
with other contracts	8.4	10.3	9.3
<b>Company non-salaried workers</b>	<b>16.1</b>	<b>16.1</b>	<b>16.8</b>
agency workers	6.8	8.4	9.6
coll. and other non-salaried empl.	9.3	7.7	7.2



## CHARACTERISTICS OF INFLOW BY AGE GROUP



A specific detailed study concerns the age groups of the professional figures requested by companies in the region in 2023, with a detailed breakdown of the professions most requested and of the main business sectors that plan inflow from the younger segment, i.e. the figures with an age explicitly indicated by companies as "up to 29 years". The report that includes "difficulties in recruiting" offers key ideas for analysis with regard to the relationship between training and companies.

**The professions with the greatest difficulty in recruiting young people**  
(expected inflow of young people - % share and a.v.)

Profession	Average difficulty in recruiting young people Lazio region 39%	difficult to recruit young people	Inflow of young people
Specialized workers assigned to finishing constructions	73%	3,900	5,360
Engineers	68%	1,550	2,270
Engineering technicians	58%	800	1,370
IT, telematics and telecommunications technicians	57%	2,220	3,890
Specialized workers installation/maintenance of electrical/electronic equipment	54%	940	1,760
Aesthetic care operators	53%	2,440	4,560
Specialized workers involved in the construction and maintenance of building structures	52%	2,170	4,150
Operators and employees in catering activities	51%	16,490	32,050
Market relations technicians	51%	2,230	4,360
Health technicians	45%	1,150	2,550

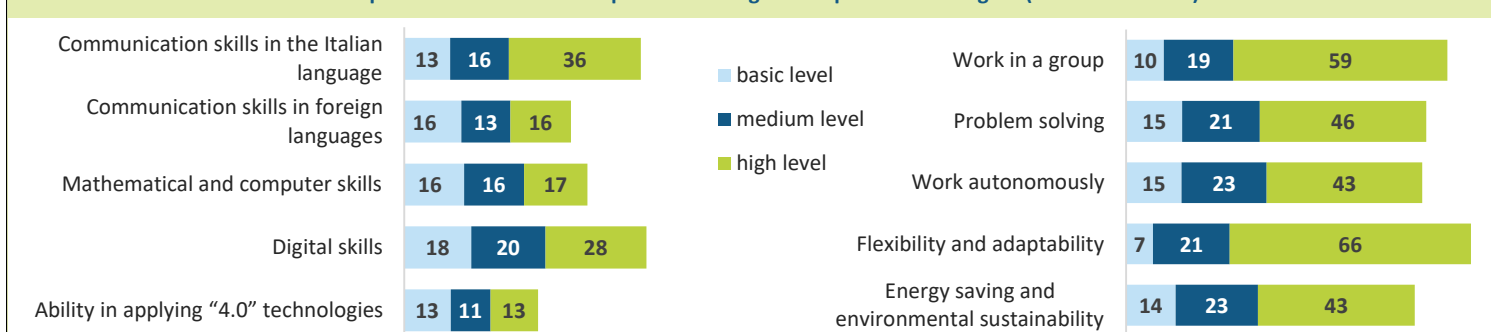


The top sectors for inflow of young people up to 29 years have been selected, as an absolute value

## SKILLS REQUESTED

A skill is the "proven ability to use, in work situations or in professional and personal development, a structured set of knowledge and skills acquired in formal, non-formal or informal learning contexts". This section analyses some of the main skills required by companies for incoming profiles, as well as an in-depth analysis of the main fields of study in the territory and the skills required for each of them.

### The importance of skills for the professional figures required in the region (% of total inflow)



The companies assign each skill a score from 0 (non-requested skill) to 4: the basic level corresponds to the percentage of companies that assign a score of 1 to that skill, the medium level a score of 2 and the high level a score of 3 or 4.

### Skills considered of "high" importance according to the main fields of study in the region\*

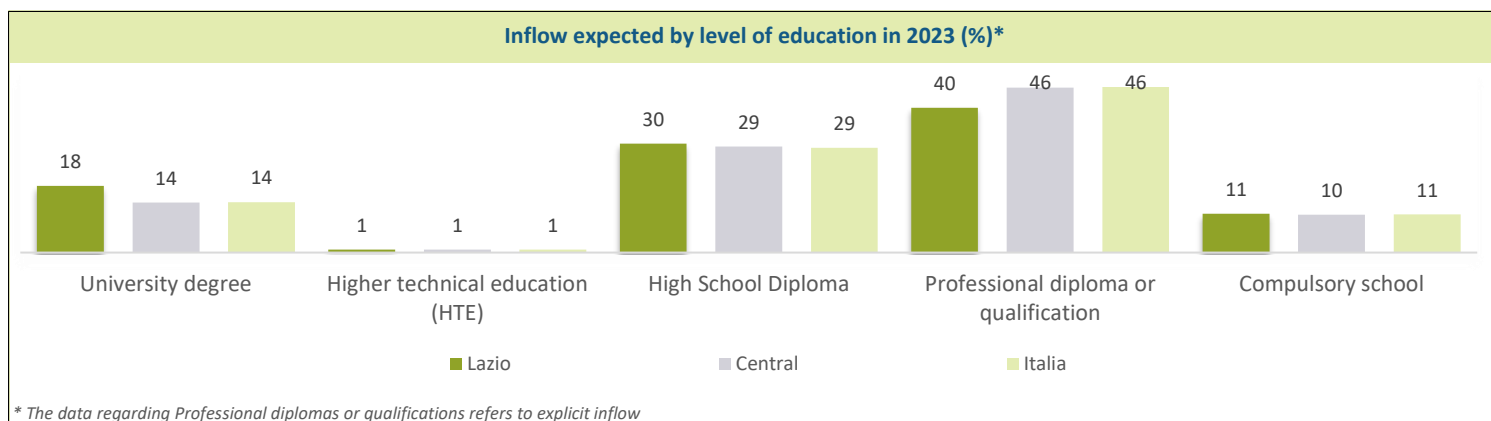
	Soft		Green		Technological			Communicative		
	Work in a group	Problem solving	Work autonomously	Flexibility and adaptability	Energy saving and environmental sustainability	Use mathematical and computer methods and languages	Use digital skills	Use "4.0" technologies to innovate processes	Communicate company information in Italian	Communicate company information in foreign languages
<b>UNIVERSITY</b>	81%	81%	61%	84%	39%	44%	72%	31%	58%	39%
Economics specialisation	75%	76%	63%	83%	42%	46%	79%	27%	58%	41%
Mathematical, physical and computer sciences specialisation	90%	93%	63%	78%	21%	85%	99%	60%	45%	31%
Teaching and education specialisation	82%	82%	53%	85%	48%	32%	35%	7%	50%	24%
<b>HIGHER TECHNICAL EDUCATION (HTE) (ITS Academy)</b>	79%	80%	69%	84%	62%	64%	74%	54%	54%	27%
<b>SECONDARY (5-year diploma)</b>	68%	55%	48%	72%	46%	18%	36%	14%	43%	21%
Administration, finance and marketing specialisation	69%	52%	44%	68%	43%	18%	48%	10%	44%	21%
Tourism, food and wine and hospitality specialisation	74%	58%	59%	82%	49%	20%	26%	22%	48%	48%
	66%	57%	47%	71%	41%	5%	41%	4%	56%	31%
<b>Professional QUALIFICATION (3-year) or professional DIPLOMA (4-year)**</b>	48%	29%	33%	57%	43%	7%	7%	6%	25%	7%
Catering specialisation	52%	24%	33%	50%	41%	5%	3%	3%	38%	15%
Building specialisation	47%	30%	31%	54%	42%	8%	0%	8%	13%	0%
Logistics systems and services specialisation	33%	17%	20%	53%	32%	5%	2%	5%	11%	1%

\* The skills with "high" importance are those to which the companies assign a score of 3 or 4.

\*\* The data refers to the potential inflow with a professional diploma or qualification. Please refer to the introductory text on page 6 "The fields of study that offer greatest job opportunities" for the definition of potential inflow.

## FIELDS OF STUDY THAT OFFER THE GREATEST JOB OPPORTUNITIES

Below, there is some data related to the levels of education and qualifications most requested of the inflow of professional figures in 2023. Data on the demand for workers with professional diplomas or qualifications is presented based on two different approaches. In fact, in addition to workers with professional diplomas and qualifications expressly indicated ("explicit inflow"), companies are looking for workers who generically went through "compulsory education". With a specific in-depth study, there have been cases in which the request for workers who have generically gone through "compulsory education" was associated with professions for which there are three-year professional training courses formally included among the 26 in the State Regional Agreement of 1 August 2019. A further potential demand for professional qualifications was thus identified and, when added to the demand explicitly expressed by the companies as part of the survey, provides an overall estimate of the "potential inflow" expected by the companies for which a professional qualification is required.



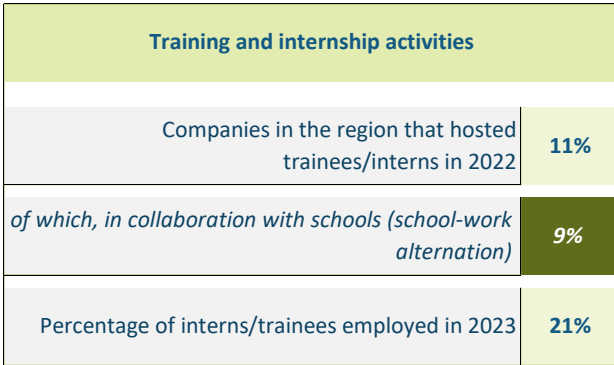
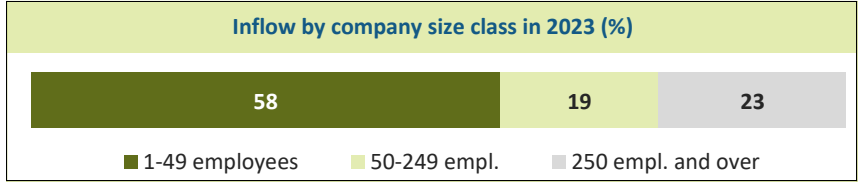
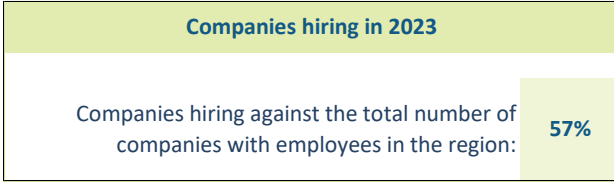
**The fields of study most highly requested in the region**

	Expected inflow (a.v.)	% of the total	% difficult to recruit	% with experience
<b>University</b>	<b>102,400</b>	<b>18%</b>	<b>41%</b>	<b>88%</b>
<i>of whom with post-graduate education</i>	<i>15,861</i>	<i>15%</i>	<i>35%</i>	<i>95%</i>
Economics specialisation	30,150		31%	80%
Mathematical, physical and computer sciences specialisation	10,160		61%	85%
Teaching and education specialisation	10,150		37%	91%
<b>Higher technical education (HTE) ITS Academy</b>	<b>4,640</b>	<b>1%</b>	<b>62%</b>	<b>83%</b>
<b>SECONDARY (5-year diploma)</b>	<b>167,500</b>	<b>30%</b>	<b>34%</b>	<b>69%</b>
Administration, finance and marketing specialisation	56,170		24%	58%
Tourism, food and wine and hospitality specialisation	21,320		49%	76%
Artistic high school	12,220		21%	81%
<b>Professional qualification (3-year) or professional diploma (4-year)</b>	<b>explicit inflow 186,490</b>	<b>33%</b>	<b>41%</b>	<b>61%</b>
	<b>potential inflow 223,130</b>	<b>40%</b>	<b>42%</b>	<b>62%</b>
Catering specialisation	33,290	45,060	46%	67%
Building specialisation	17,590	27,800	53%	81%
System and logistic services specialisation	24,060	24,080	33%	50%
<b>Compulsory school</b>	<b>explicit inflow 96,350</b>	<b>17%</b>	<b>39%</b>	<b>57%</b>
	<b>potential inflow 59,710</b>	<b>11%</b>	<b>33%</b>	<b>52%</b>

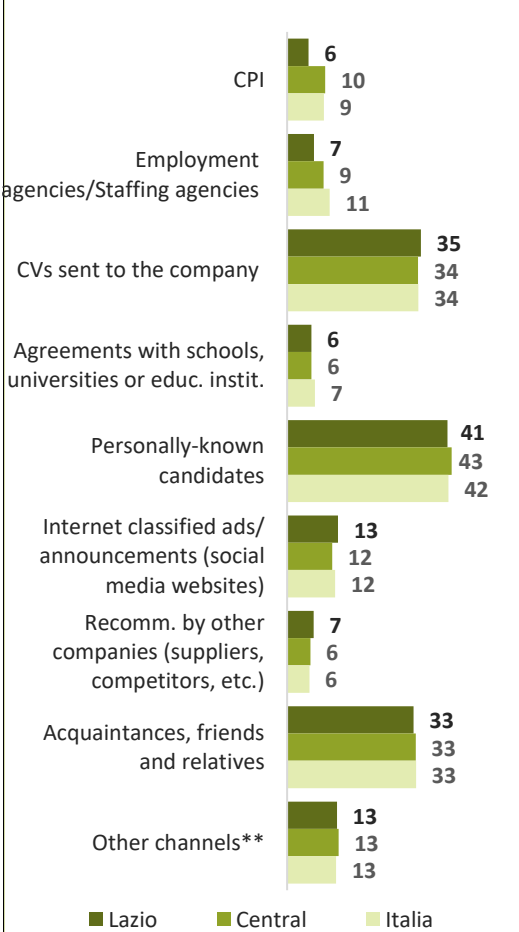
The percentages of difficult to recruit inflow and inflow with experience refer to explicit inflow

## SOME CHARACTERISTICS OF THE COMPANIES

This page presents several characteristics of the companies that are hiring, highlighting the relative share of the total number of companies with employees present in the region, and detailed breakdown by size class. The training carried out by companies for their employees in 2021 and 2022 and the share of companies that hosted trainees/interns in 2022 is also analysed. The page also presents some data on the investments made by companies in the various areas of digital transformation in 2023 and on the channels for selecting incoming personnel.

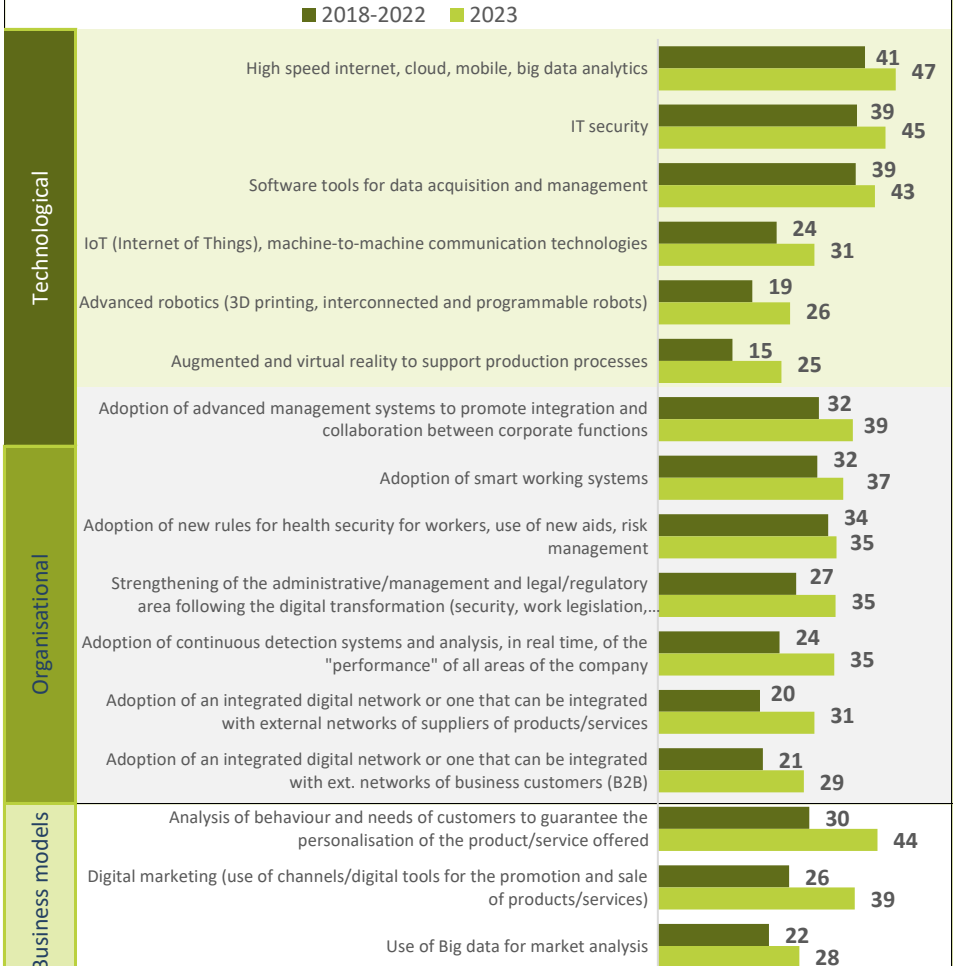


### Selection channels used by the companies\* (% of the total number of companies that indicate at least one selection channel)



\* This is a multiple choice question  
 \*\*Trade associations/trade unions, classified ads/announcements in newspapers, labour consultants, other channel

### Areas of digital transformation\* (% of companies that made investments)



\* Companies that declared they made investments of high importance for corporate strategies in the 2018-2022 period and in 2023 in relation to each aspect of digital transformation

## NOTE ON METHODOLOGY

*The data presented came from the Excelsior survey carried out by Unioncamere in agreement with the National Agency for Active Labor Policies. The survey, which is included in the National Statistical Program (UCC-00007) among those that require a response, has been carried out on a monthly basis since 2017.*

*The information contained in this bulletin was acquired by processing all the information obtained through the monthly surveys carried out until August 2023, mainly using the CAWI compilation technique and carrying out approximately 275,000 interviews with companies, a representative sample of companies with employees to 2022 of the various industrial and service sectors. The estimate of the forecast of income flows is obtained by modeling the historical series of data taken from administrative sources on businesses and employment, appropriately integrated with the sample data relating to each monthly survey. Revenue (i.e. the number of employment contracts that companies intend to stipulate in a certain period) and the related characteristics refer to the hiring of employees and the flows of collaborators, temporary workers and other non-employed workers. The data relating to the forecasts for the entire year therefore no longer derive from a specific annual survey, but from the integrated processing of the available monthly surveys.*

*In this bulletin the analysis focuses mainly on the characteristics of the income planned for the year 2023, according to the professional profiles and levels of education required. There are also some qualitative comparisons with the 2022 data. The results of the survey are available at provincial and regional level according to a variable number of economic sectors, obtained as a merger of economic activity codes of the ATECO2007 classification. The distribution of expected revenue by "professional group" refers to the codes of the ISTAT CP2021 classification.*

**Excelsior Informa** is created by Unioncamere in collaboration with ANPAL as part of the Excelsior Information System.

For further information, please consult the website: <http://excelsior.unioncamere.net> where data and analyzes relating to all regions and provinces are available.

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