

# Final Analysis Report

**Survey 80 SMEs of the manufacturing**

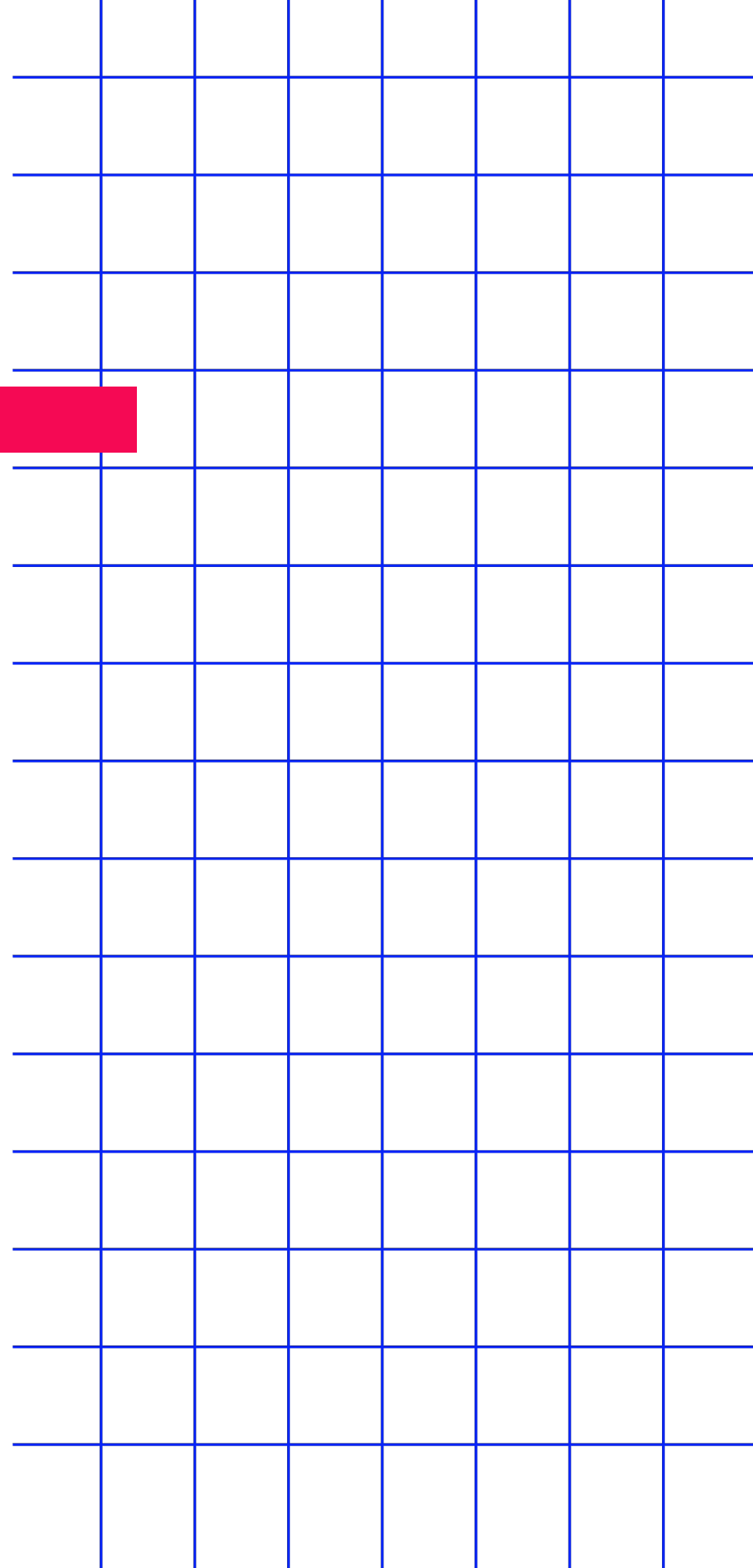
**to the development of the project training**

**programme**

# The survey

Survey 20 SMEs of the manufacturing sector for every country:

- Italy
- Spain
- Poland
- Romania



# What has emerged?

## Digital skills →

mainly related to communication and marketing: such as digital marketing, e-commerce and social media management. Due to the Covid and post-Covid scenario, the key role of these skills is perceived of increasing importance.

## Soft skills →

it emerged that these are crucial skills to develop for employees, specifically regarding communication, innovation, creativity, teamwork and time management.

## Green skills →

actually green competencies are only partially requested to be integrated in the furniture sector, but their role and importance will grow following the market attention. In fact, the future trends perceived by the companies are linked to circular economy and short supply chains.

# What has emerged?

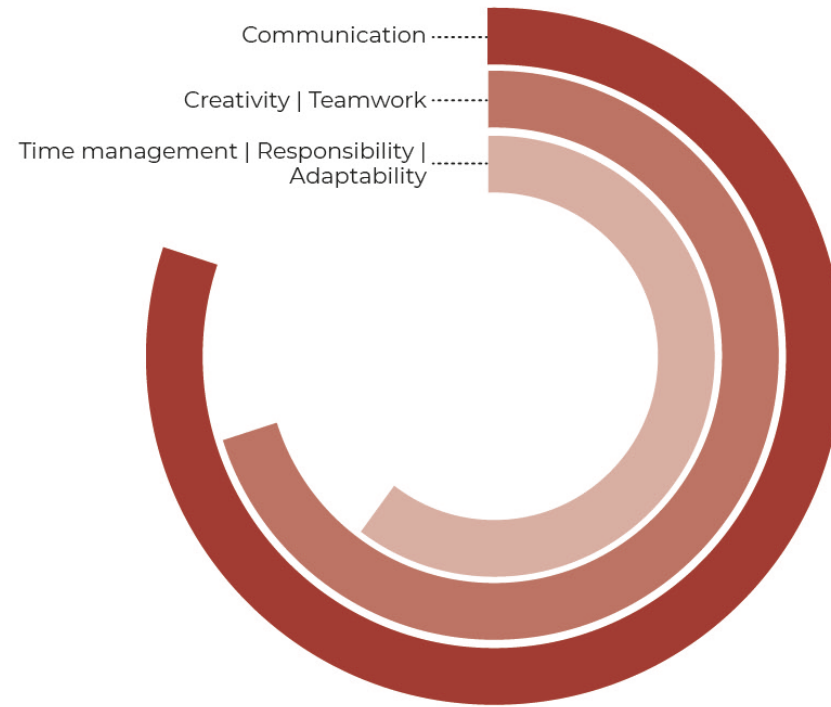
## Design skills →

The majority of the SMEs interviewed notes the skills of design as fundamental for their sector, particularly in terms of aesthetic sensibility, creative thinking and visualization.

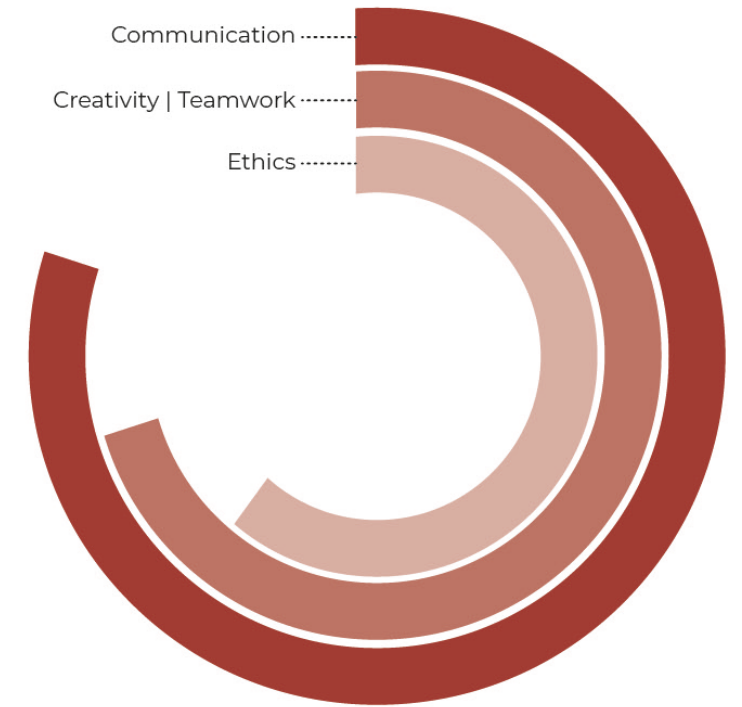
## Technical skills →

The companies interviewed expressed the willing to be trained on several aspects related to the technical skills: such as product and project management, quality assurance and management and critical thinking.

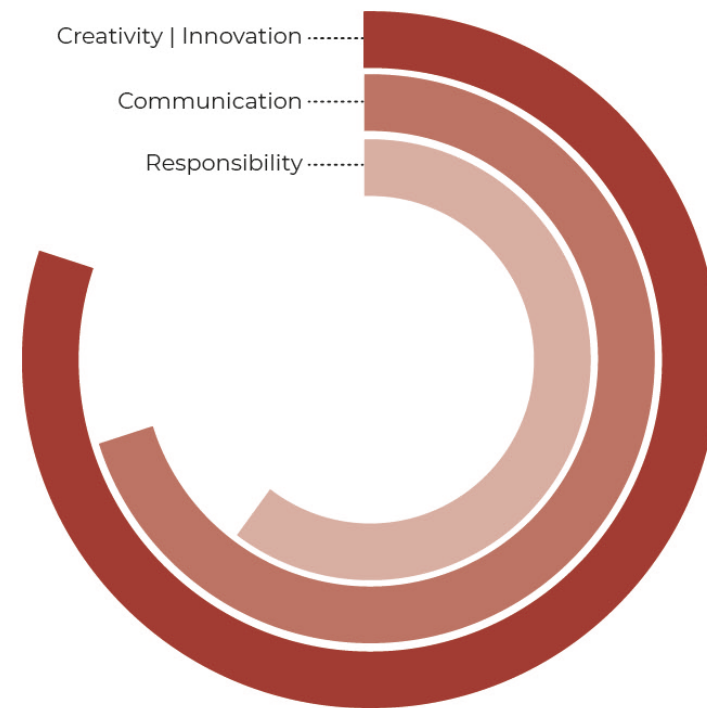
# Softskills



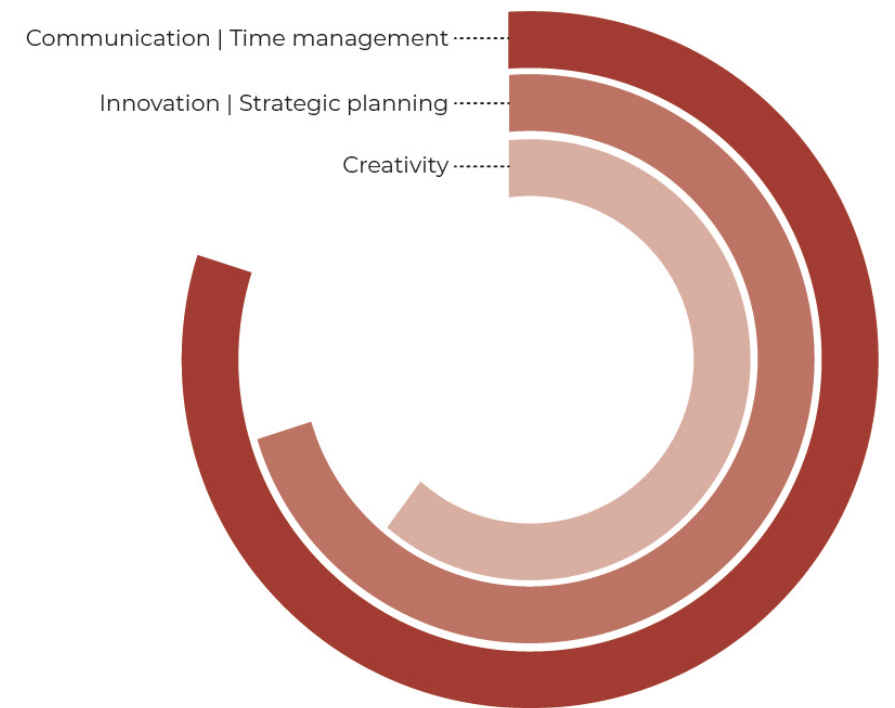
IMPORTANCE



STRENGTH



COMMITMENT



TRAINING IMPORTANCE

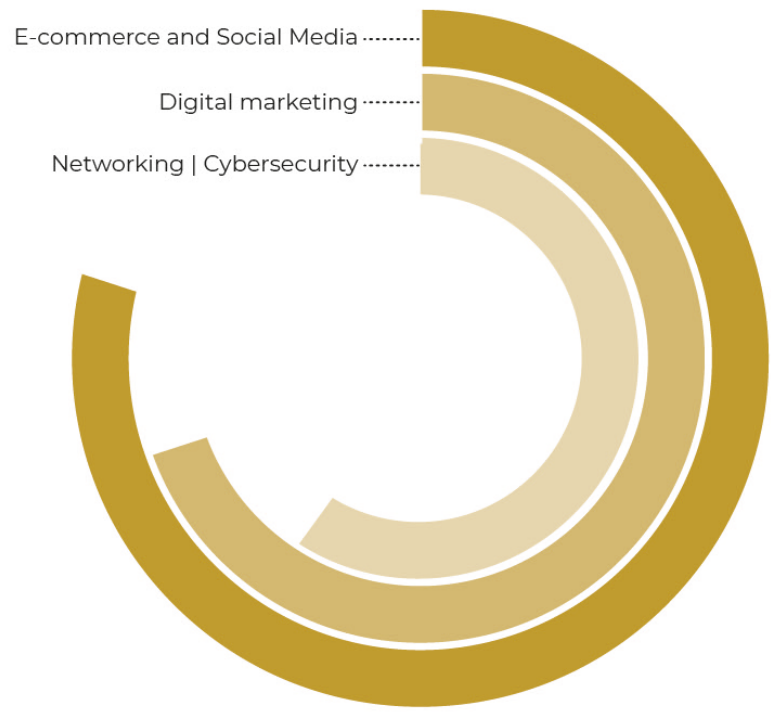
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2° | Average Value

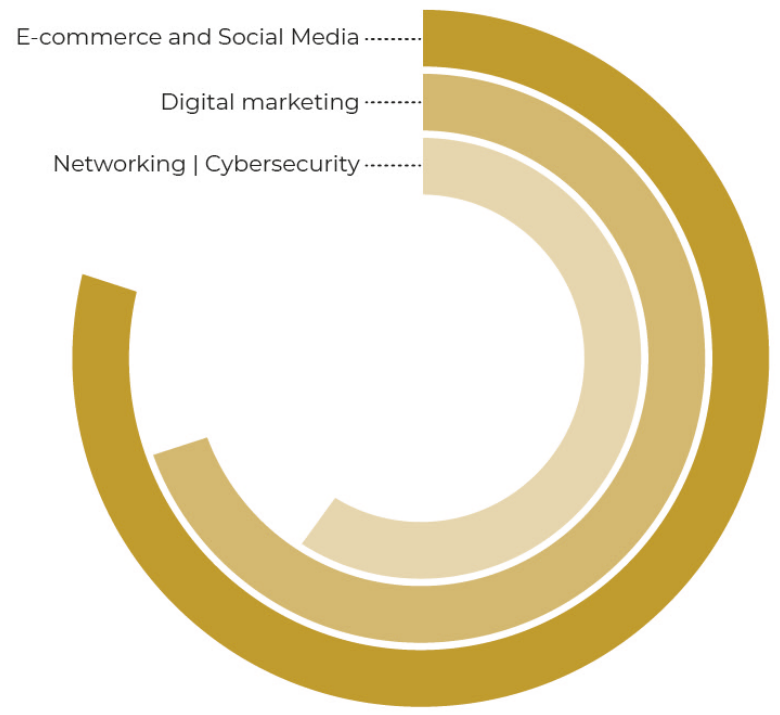
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# Digital skills

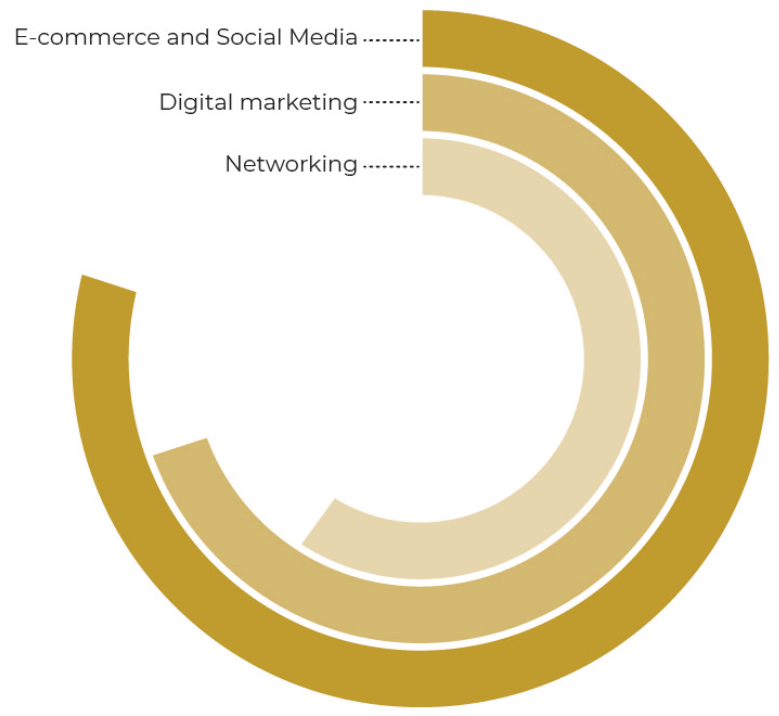
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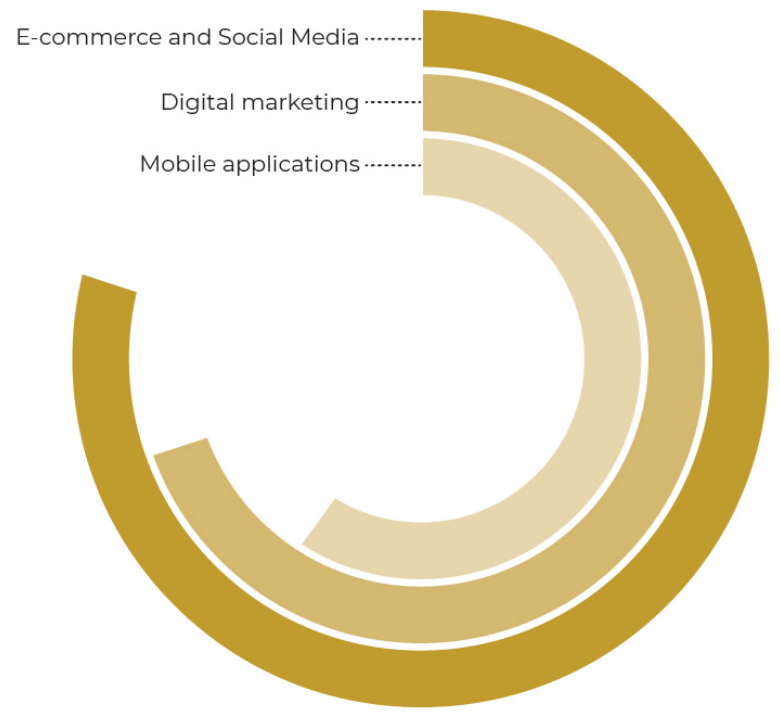
IMPORTANCE



STRENGTH



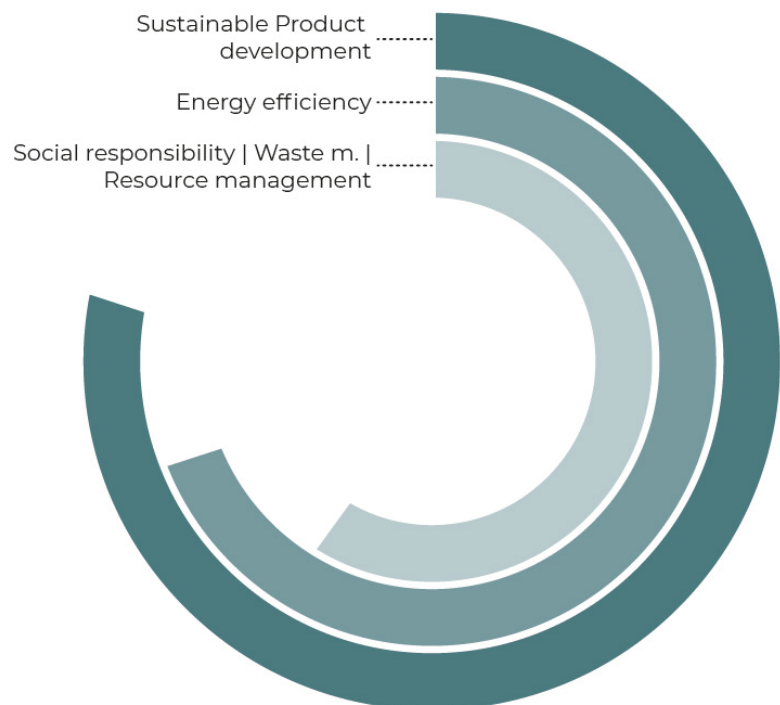
COMMITMENT



TRAINING IMPORTANCE



# Greenskills



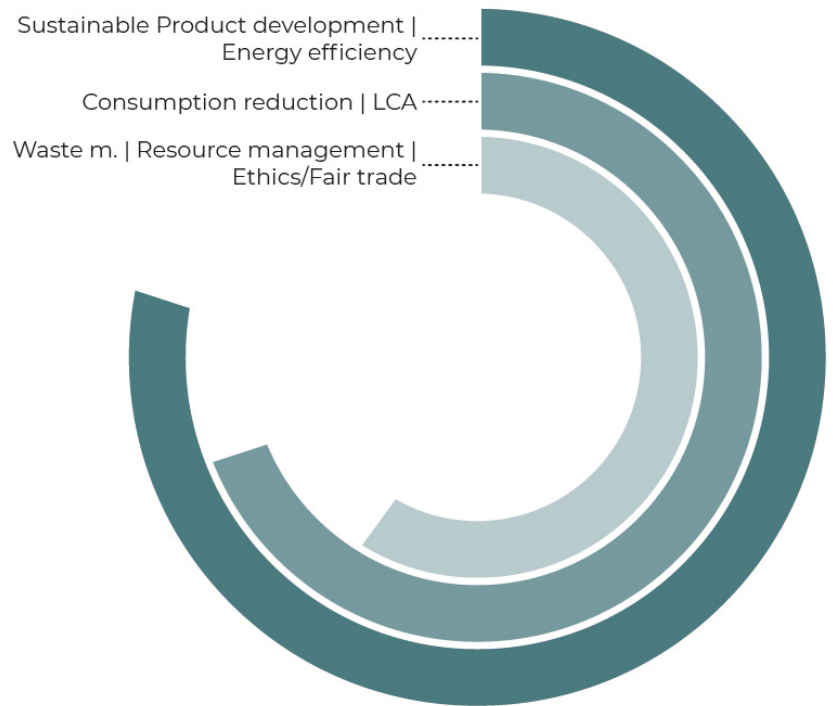
**IMPORTANCE**



**STRENGTH**



**COMMITMENT**



**TRAINING IMPORTANCE**

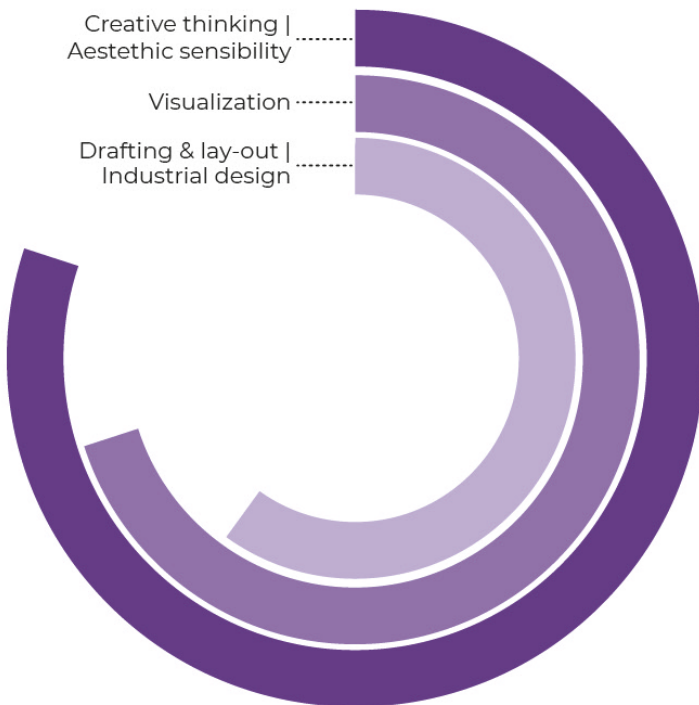
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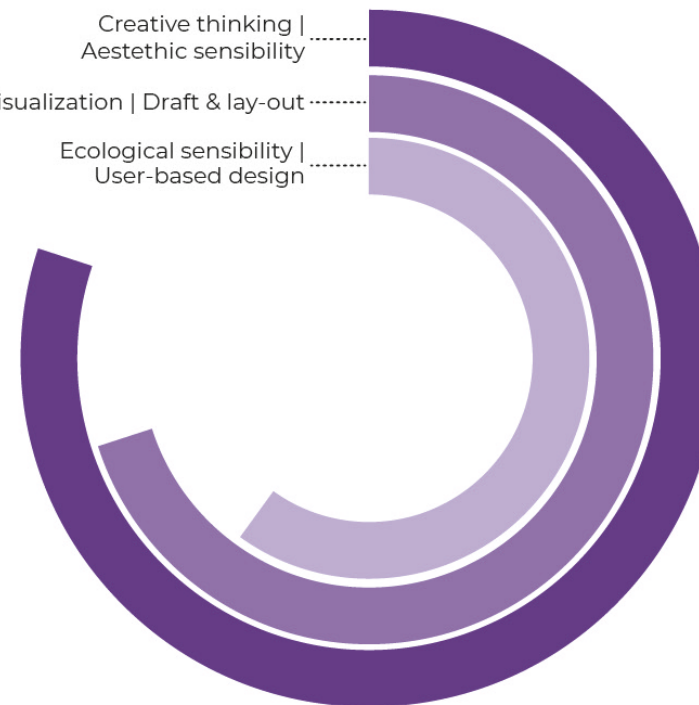


# Designskills

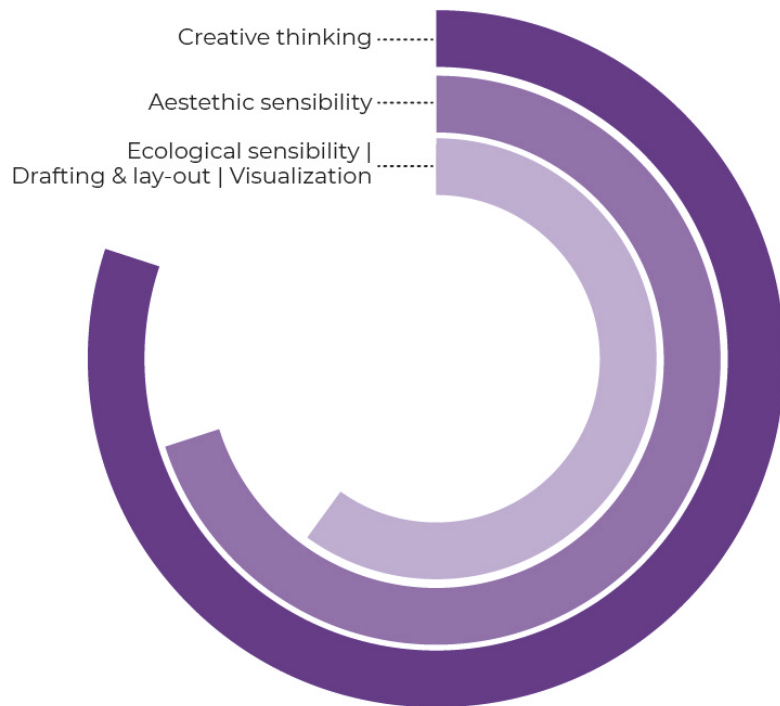
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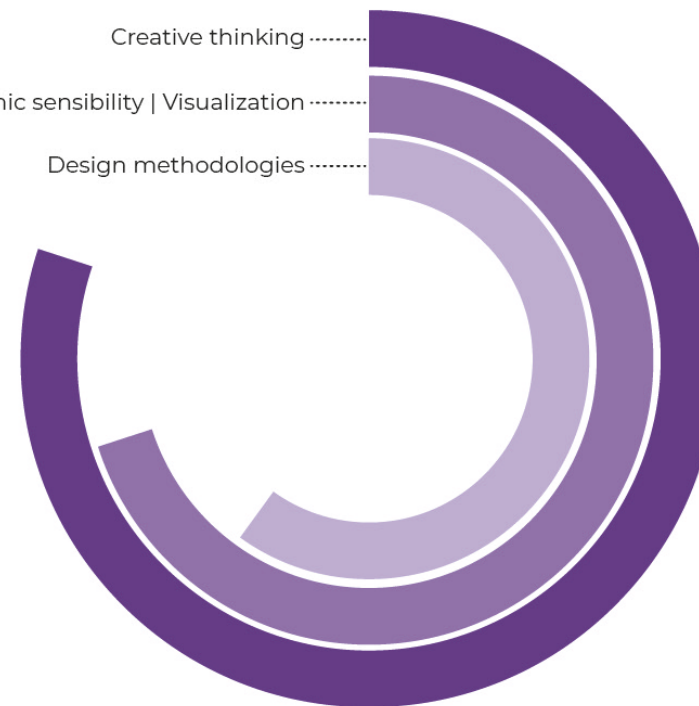
IMPORTANCE



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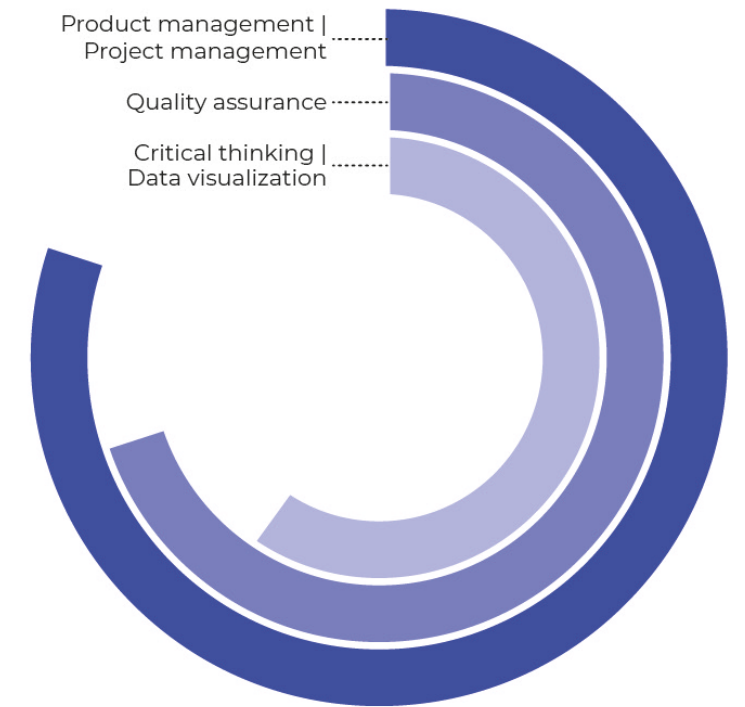




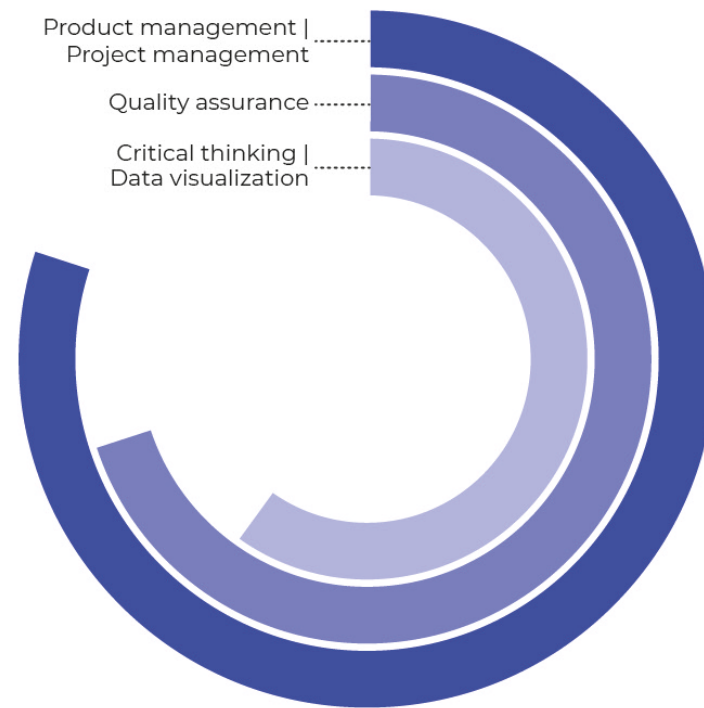
# Technical skills



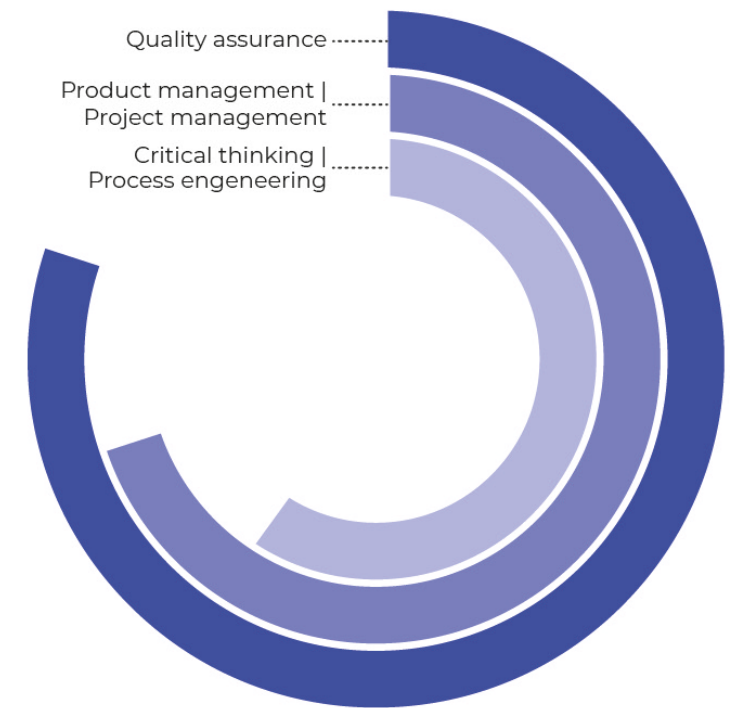
IMPORTANCE



STRENGTH



COMMITMENT



TRAINING IMPORTANCE

- 1° | Average Value
- 2° | Average Value
- 3° | Average Value



# Skills' frequency

How to read it

- 4 ..... skill naming
- 3 ..... skill naming
- 2 ..... skill naming
- 1 ..... skill naming

strategic planning  
 innovation ethics **Softskills** creativity teamwork  
**communication**  
 responsibility adaptability  
 time management

ethics/fair trade  
 sustainable product development  
 life cycle assessment  
 pollution control  
**Greenskills** consumption reduction  
 waste management energy efficiency  
 social responsibility  
 resource management

digital marketing  
 cybersecurity  
**Digitalskills**  
 mobile applications  
 networking & IT **e-commerce & social media**

product management  
 process engineering  
 data visualization  
**Technicalskills**  
 project management  
 quality assurance & management  
 critical thinking

drafting & lay-out  
 ecological sensibility  
 user-based design  
**Designskills** creative thinking  
 industrial design design methodologies  
**visualization**  
 aesthetic sensibility

