

LMI4VET



Analysis of the situation and the potential of using LMI by social organisations in planning vocational training for vulnerable groups

Survey Report - ITALY

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1. Introduction

The Labour Market Information for Vocational Education and Training (LMI4VET) project is an initiative designed to strengthen the role of labour market intelligence (LMI) in vocational education and training (VET). The project addresses the challenge of aligning vocational training programs with real labour market needs, ensuring that individuals—especially those from vulnerable backgrounds—receive training that enhances their employability.

A data-driven approach is at the heart of LMI4VET. Many social organizations and training providers, in this project called “Third Sector Education and Training Service Providers (TS_ETSP)” currently lack the necessary tools and knowledge to systematically use labour market information when designing and delivering vocational training programs. This results in a mismatch between the skills provided in training and the demands of employers. The project seeks to bridge this gap by equipping training institutions with guidelines and digital resources that allow them to make informed decisions about which skills to prioritize and how to structure their courses to maximize employment opportunities for trainees.

LMI4VET is funded under the Erasmus+ programme, the European Union’s flagship initiative for education, training, youth, and sport. The project runs for 24 months, from 1 November 2024 to 31 October 2026, and is led by PROSPEKTIKER, S.A., an organization specializing in labour market forecasting and strategic foresight. In collaboration with five research institutions and five social partners (Third Sector Education and Training Service Providers (TS_ETSP)) from multiple European countries, the project will develop methodological guidelines, interactive digital training tools, and validation mechanisms to ensure the successful adoption of LMI-based strategies in VET planning.

2. Survey information

Among the tasks of WP2 is to develop a methodological guide that can support professionals from TS_ETSP entities in the preparation of a quality diagnosis of the labour market, so that they can guide their vulnerable groups with data-based decisions. To do this, the first thing to do is to know the current situation in which these professionals find themselves in relation to their knowledge of the labour market, the resources they have, the groups to which they direct their actions, the use of sources and tools, the difficulties or challenges they have to face on a regular basis... To do this, a common technique is usually the survey.

The proposal already mentioned that a number of interviews and awareness-raising surveys with the social partners would be carried out in each partner country, on the one hand, to obtain information on the needs of the social partners, and on the other hand, to disseminate the objectives of the project and highlight the importance of LMI training.

The survey has been co-designed with each and every one of TS_ETSP entities of the project. During all stages of the survey design, these entities have participated as validators or evaluators

of the survey. For distribution, it has also relied on them, taking advantage of their regular contacts and networks in which they regularly participate. That is why it is understood that the survey was adjusted to the realities and specificities of these entities.

A total of 25 responses to the survey (objective 25) have been collected for Italy.



3. Key findings

Sample: 25 organisations from Italy responded to the survey.

Funding remains mixed between structural and project-based models, with some expectations of change in the near future.

Organisations deliver a broad portfolio of employment-related services and training, often tailored to vulnerable groups.

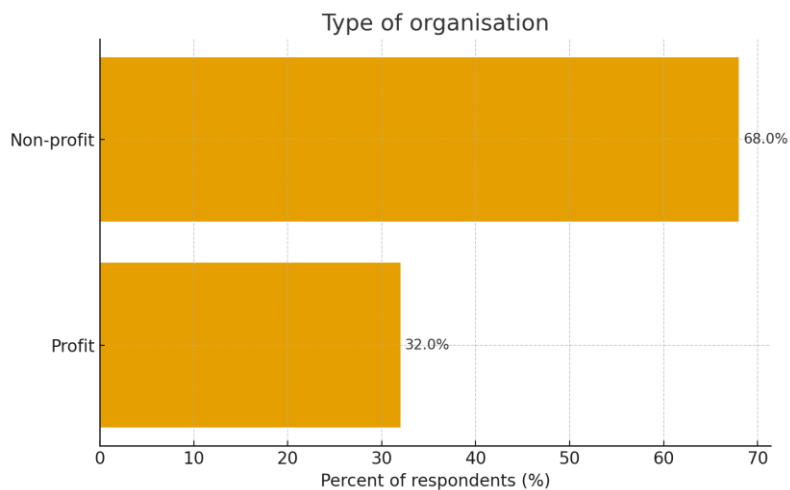
Use of labour market information (LMI) is uneven; respondents highlight challenges such as limited knowledge of sources and difficulties accessing or interpreting data.

4. Profile of Organisations

Type of organisation

Category	Count	%
Non-profit	17	68.0
Profit	8	32.0

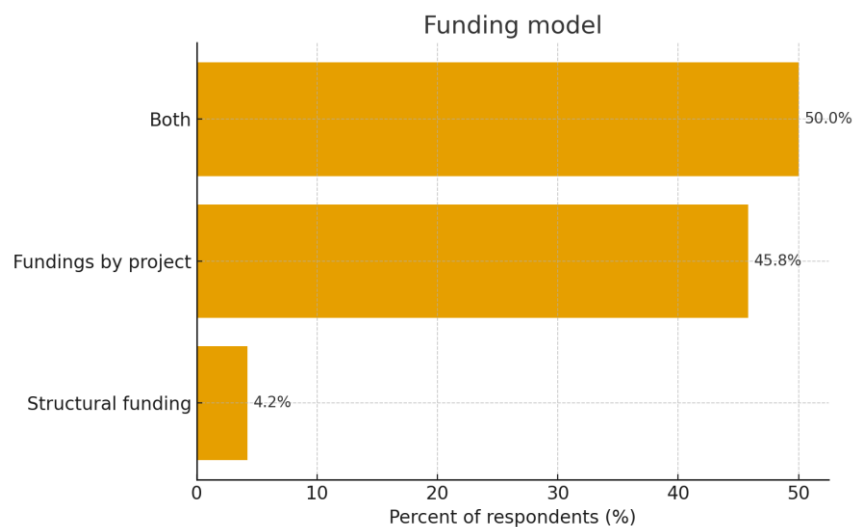
Base: 25 respondents.



Funding model

Category	Count	%
Both	12	50.0
Fundings by project	11	45.8
Structural funding	1	4.2

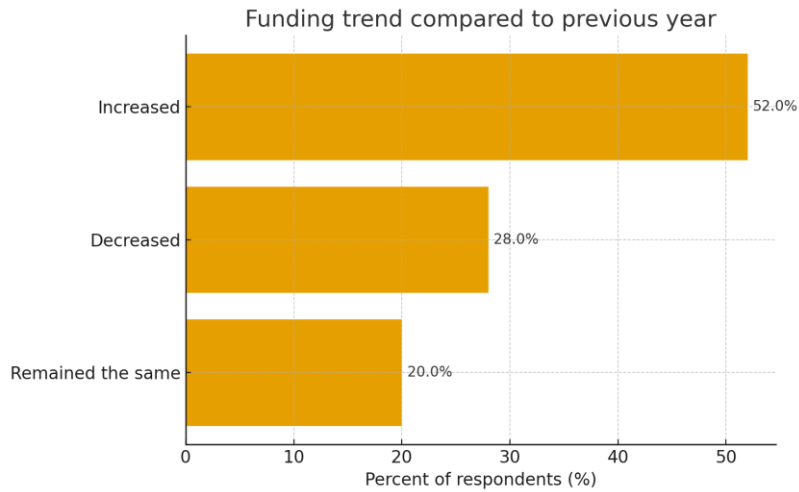
Base: 24 respondents.



Funding trend compared to previous year

Category	Count	%
Increased	13	52.0
Decreased	7	28.0
Remained the same	5	20.0

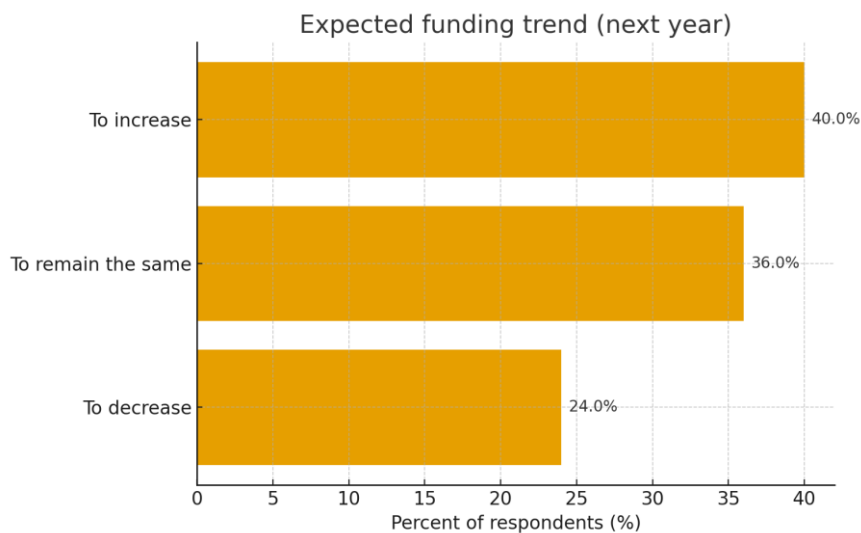
Base: 25 respondents.



Expected funding trend (next year)

Category	Count	%
To increase	10	40.0
To remain the same	9	36.0
To decrease	6	24.0

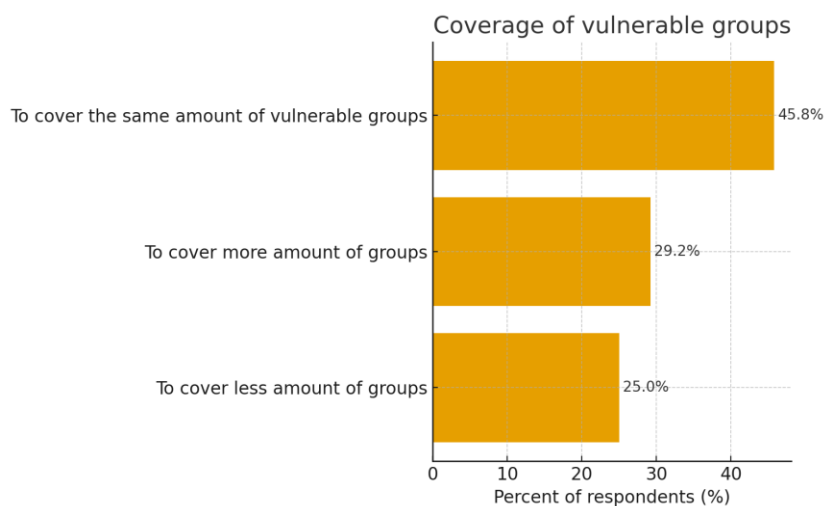
Base: 25 respondents.



Coverage of vulnerable groups

Category	Count	%
To cover the same amount of vulnerable groups	11	45.8
To cover more amount of groups	7	29.2
To cover less amount of groups	6	25.0

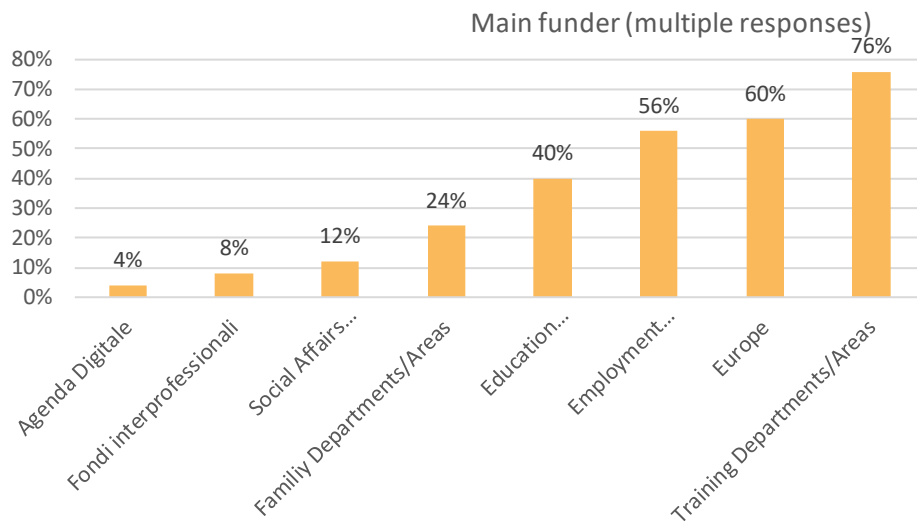
Base: 24 respondents.



Main funders (multiple responses)

Category	Count	%
Training Departments/Areas	19	76.0
Europe	15	60.0
Employment Departments/Areas of Employment	14	56.0
Education Departments/Areas of Education	10	40.0
Family Departments/Areas	6	24.0
Social Affairs Departments/Areas	3	12.0
Fondi interprofessionali	2	8.0
Agenda Digitale	1	4.0

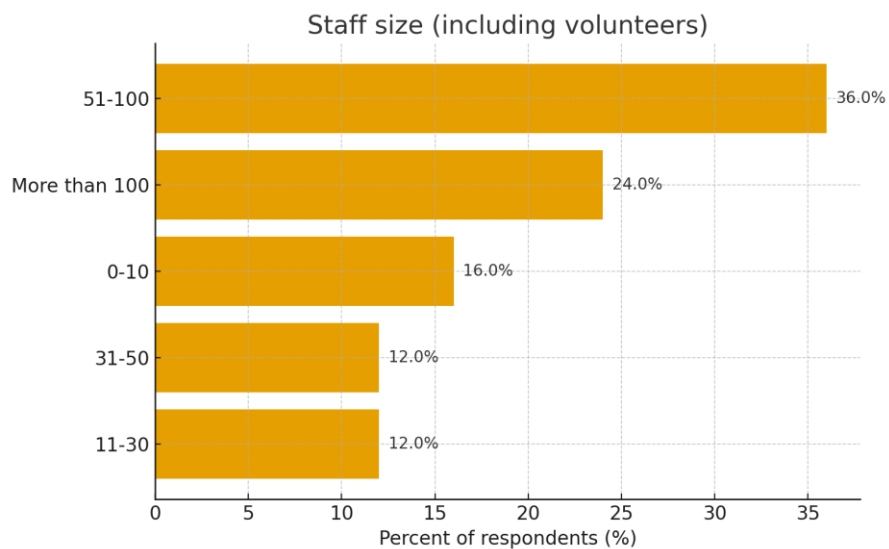
Base: 25 respondents.



Staff size (including volunteers)

Category	Count	%
51-100	9	36.0
More than 100	6	24.0
0-10	4	16.0
31-50	3	12.0
11-30	3	12.0

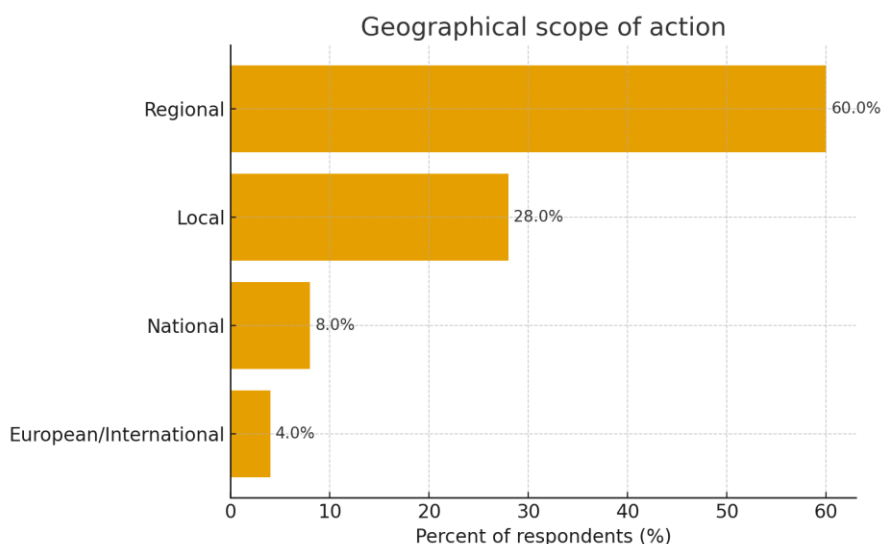
Base: 25 respondents.



Geographical scope of action

Category	Count	%
Regional	15	60.0
Local	7	28.0
National	2	8.0
European/International	1	4.0

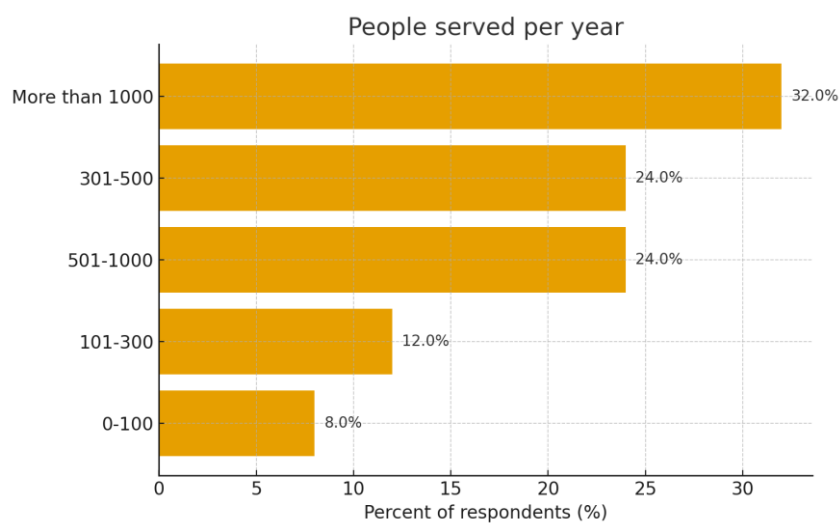
Base: 25 respondents.



People served per year

Category	Count	%
More than 1000	8	32.0
301-500	6	24.0
501-1000	6	24.0
101-300	3	12.0
0-100	2	8.0

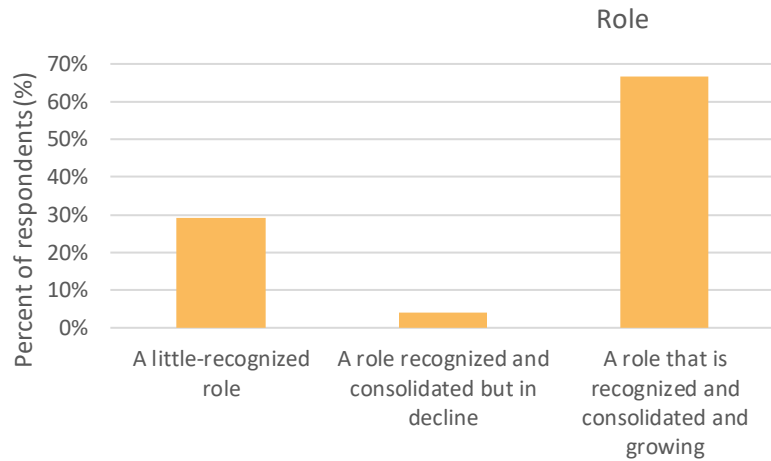
Base: 25 respondents.



Role

Category	Count	%
A little-recognized role	7	29.2
A role recognized and consolidated but in decline	1	4.2
A role that is recognized and consolidated and growing	16	66.7

Base: 24 respondents.

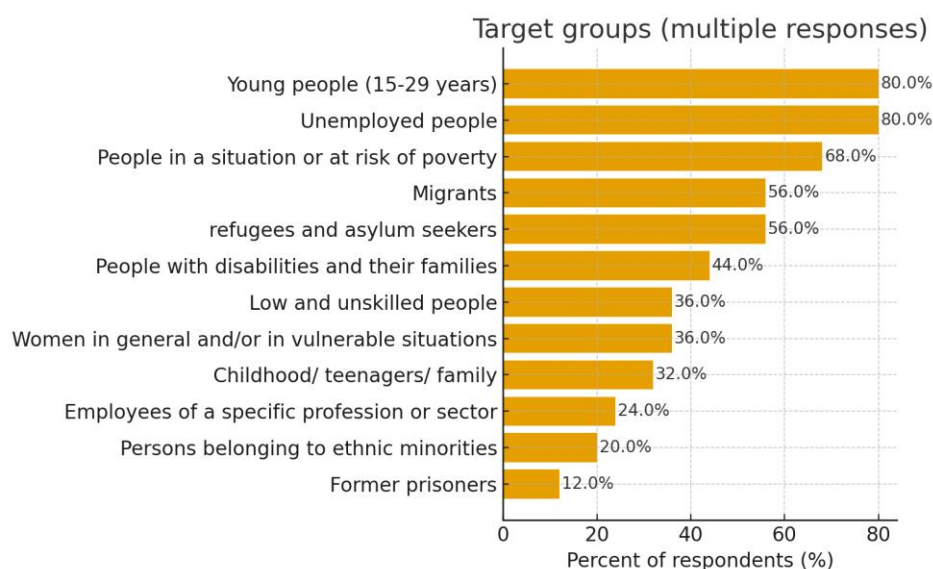


5. Target Groups, Services and Training

Target groups (multiple responses)

Category	Count	%
Young people (15-29 years)	20	80.0
Unemployed people	20	80.0
People in a situation or at risk of poverty	17	68.0
Migrants, refugees and asylum seekers	14	56.0
People with disabilities and their families	11	44.0
Low and unskilled people	9	36.0
Women in general and/or in vulnerable situations	9	36.0
Childhood/ teenagers/ family	8	32.0
Employees of a specific profession or sector	6	24.0
Persons belonging to ethnic minorities	5	20.0
Former prisoners	3	12.0
People with chronic diseases	1	4.0
mental health problems	1	4.0
addictions	1	4.0
All types of users	1	4.0
LGBTIQ+ groups	1	4.0

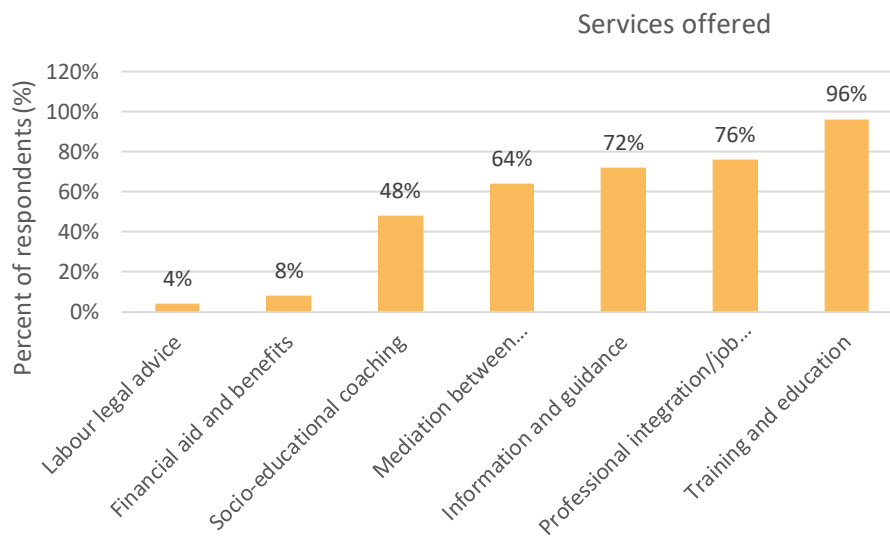
Base: 25 respondents.



Employment-related services (multiple responses)

Category	Count	%
Training and education	24	96.0
Professional integration/job placement	19	76.0
Information and guidance	18	72.0
Mediation between employers and job seekers	16	64.0
Socio-educational coaching	12	48.0
Financial aid and benefits	2	8.0
Labour legal advice	1	4.0

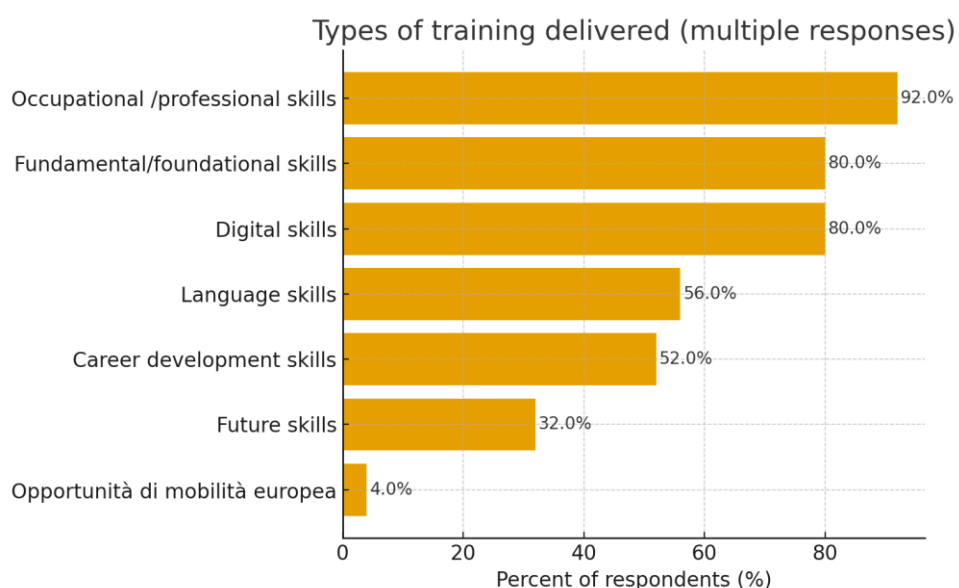
Base: 25 respondents.



Types of training delivered (multiple responses)

Category	Count	%
Occupational /professional skills	23	92.0
Fundamental/foundational skills	20	80.0
Digital skills	20	80.0
Language skills	14	56.0
Career development skills	13	52.0
Future skills	8	32.0
European mobility opportunities	1	4.0

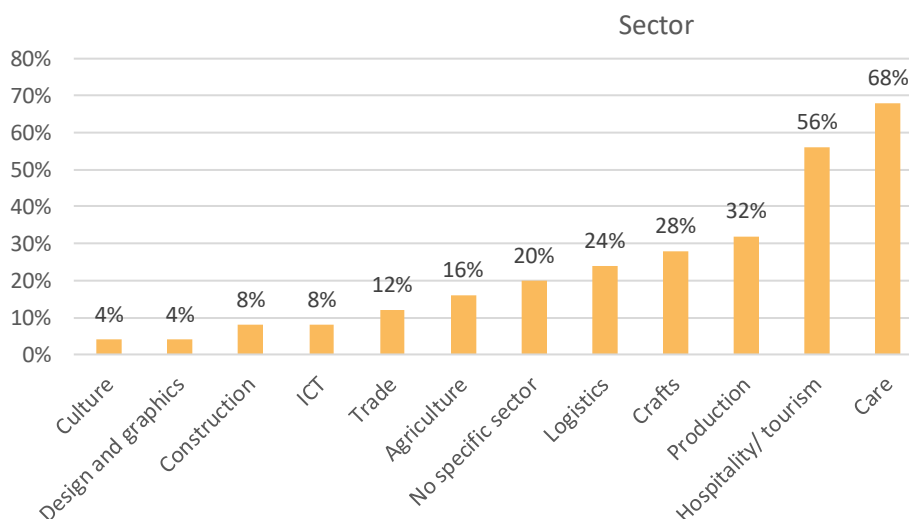
Base: 25 respondents.



Sectors trained for (multiple responses)

Category	Count	%
Care	17	68.0
Hospitality/ tourism	14	56.0
Production	8	32.0
Crafts	7	28.0
Logistics	6	24.0
No specific sector	5	20.0
Agriculture	4	16.0
Trade	3	12.0
Construction	2	8.0
ICT	2	8.0
Culture	1	4.0
Design and graphics	1	4.0

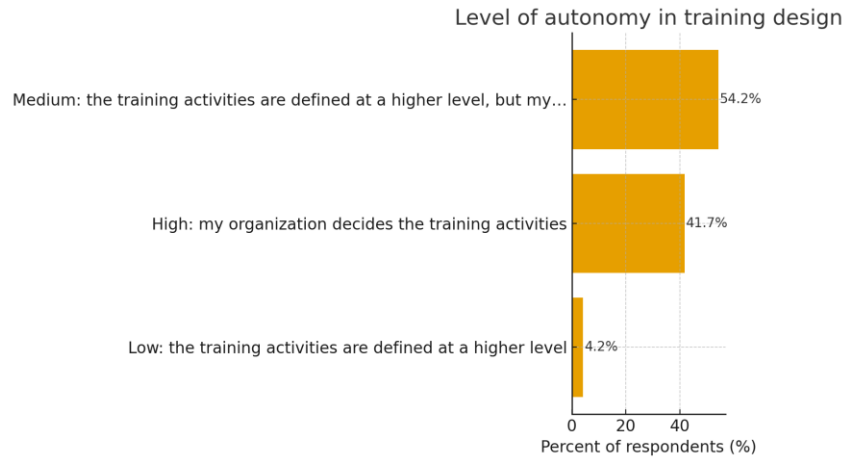
Base: 25 respondents.



Level of autonomy in training design

Category	Count	%
Medium: the training activities are defined at a higher level, but my organization takes part in the decision-making process somehow	13	54.2
High: my organization decides the training activities	10	41.7
Low: the training activities are defined at a higher level	1	4.2

Base: 24 respondents.



6. Use of Labour Market Information (LMI)

Familiarity with LMI

Category	Count	%
4.0	12	48.0
3.0	8	32.0
5.0	4	16.0
2.0	1	4.0

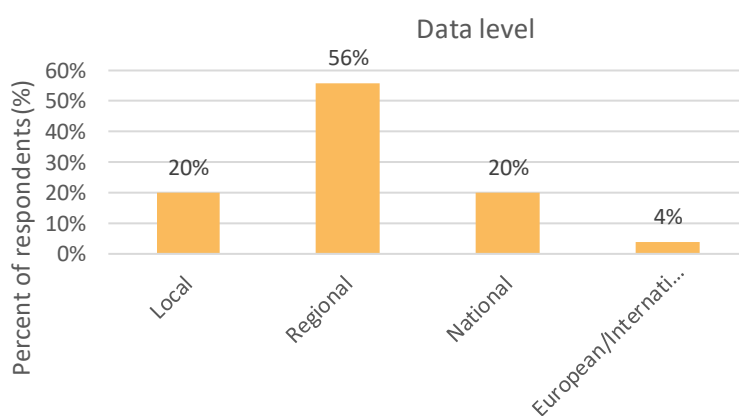
Base: 25 respondents.

Average: 3.87

Data level

Category	Count	%
Local	5	20.0
Regional	14	56.0
National	5	20.0
European/International	1	4.0

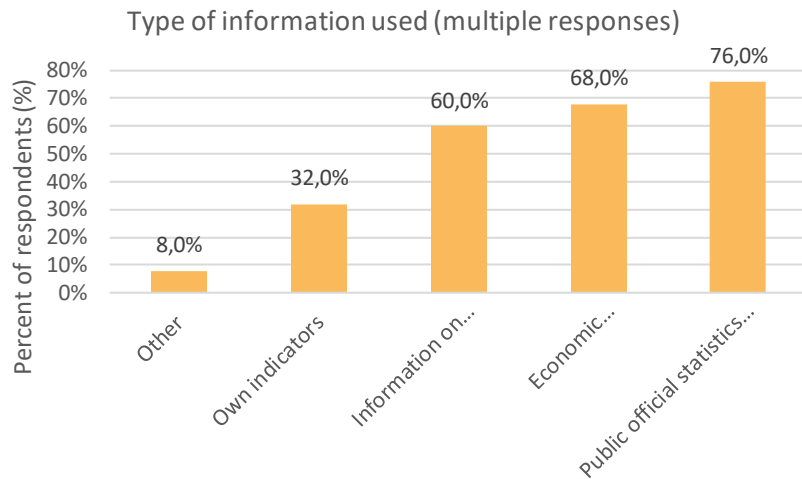
Base: 25 respondents.



Type of information used (multiple responses)

Category	Count	%
Public official statistics and official records and sources(administrative and surveys)	19	76.0
Economic reports/researches	17	68.0
Information on employers/sectors: companies, business	15	60.0
Own indicators	8	32.0
Other	2	8.0

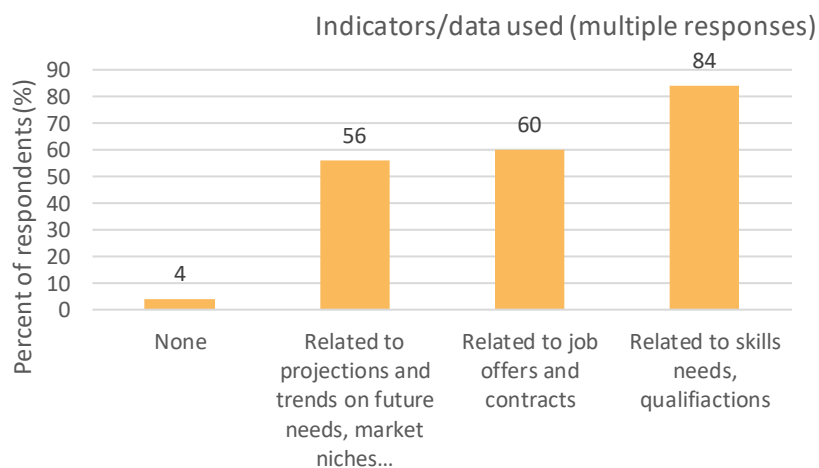
Base: 25 respondents.



Indicators/data used (multiple responses)

Category	Count	%
Related to skills needs, qualifications	21	84.0
Related to job offers and contracts	15	60.0
Related to projections and trends on future needs, market niches...	14	56.0
None	1	4.0

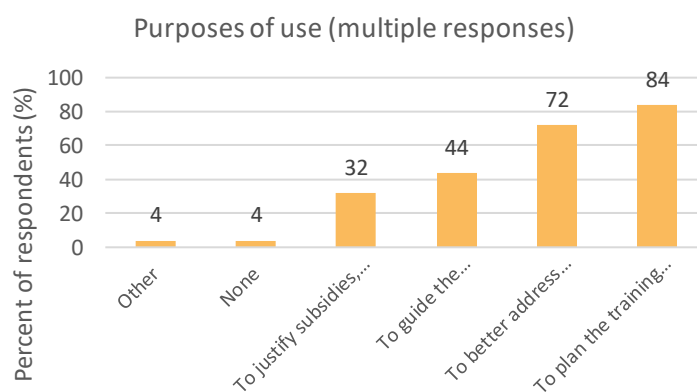
Base: 25 respondents.



Purposes of using LMI (multiple responses)

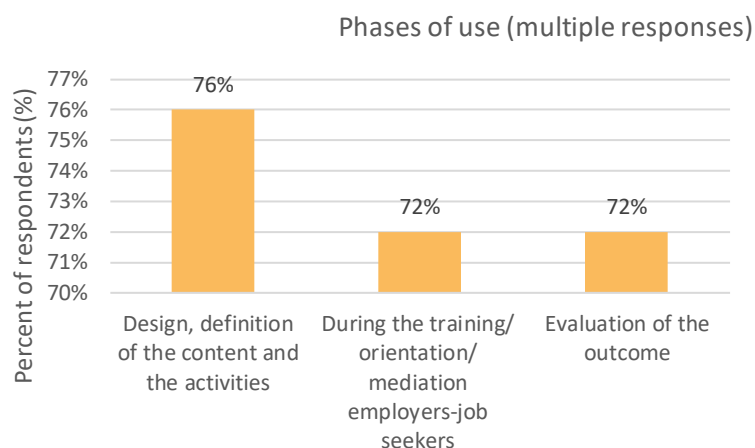
Category	Count	%
To plan the training offer and define content	21	84.0
To better address labour market needs	18	72.0
To guide the beneficiaries of the activity	11	44.0
To justify subsidies, obtaining public funding for the development of activities	8	32.0
Other	1	4.0
None	1	4.0

Base: 25 respondents.


Phases of use (multiple responses)

Category	Count	%
Design, definition of the content and the activities	15	76.0
During the training/ orientation/ mediation employers-job seekers	12	72.0
Evaluation of the outcome	10	72.0

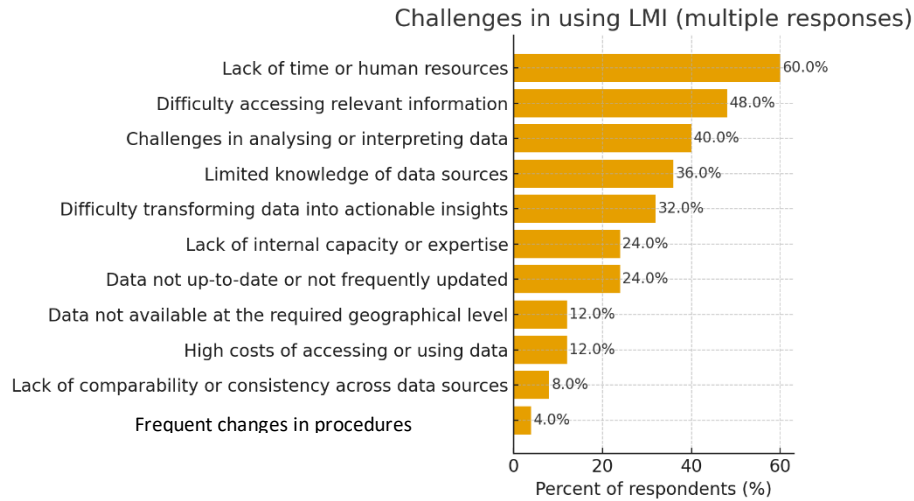
Base: 25 respondents.



Challenges in using LMI (multiple responses)

Category	Count	%
Lack of time or human resources	15	60.0
Difficulty accessing relevant information	12	48.0
Challenges in analysing or interpreting data	10	40.0
Limited knowledge of data sources	9	36.0
Difficulty transforming data into actionable insights	8	32.0
Lack of internal capacity or expertise	6	24.0
Data not up-to-date or not frequently updated	6	24.0
Data not available at the required geographical level	3	12.0
High costs of accessing or using data	3	12.0
Lack of comparability or consistency across data sources	2	8.0
Frequent changes in procedures	1	4.0

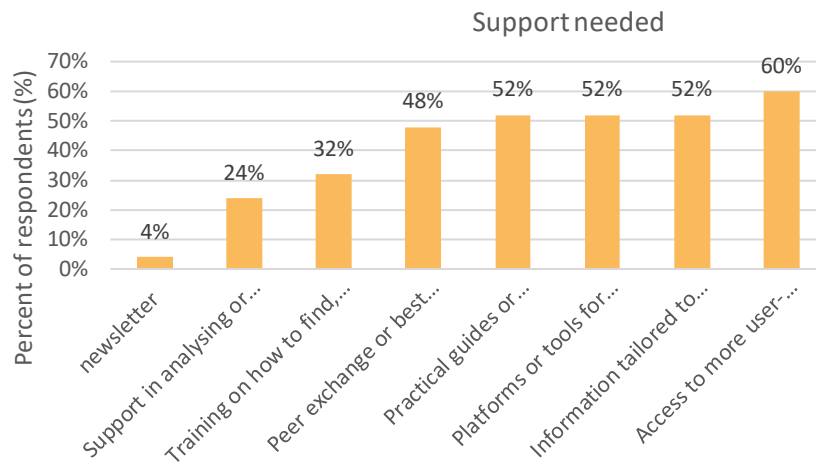
Base: 25 respondents.



Support needed to improve LMI use (multiple responses)

Category	Count	%
Access to more user-friendly and accessible information	15	60.0
Practical guides or toolkits on key indicators	13	52.0
Platforms or tools for easier data use	13	52.0
Information tailored to the specific needs of your organization and the users you work with	13	52.0
Peer exchange or best practices from other organisations	12	48.0
Training on how to find, interpret or use data	8	32.0
Support in analysing or visualising data	6	24.0
newsletter	1	4.0

Base: 25 respondents.



7. Summary

68% of the Italian entities that responded to the questionnaire are non-profit entities, where 46% receive funding for projects, 4% receive structural funding and the remaining 50% receive both, mostly from the Departments of Training (76%), Europe (60%), Employment (56%) and Education (40%). In 52% of the organizations, funding has increased compared to last year and in the near future it is expected to increase (40% of the responses), expecting to serve a similar number of groups (46% of the responses) with this funding.

For 67% of those surveyed, the role they play in the formation of vulnerable groups is recognized and consolidated. 36% of the entities surveyed have between 51 and 100 workers in their organisation and their scope of action is usually limited to the region, territory, province or region (60%). The main group to which they direct their actions (multiple responses) is in most cases young people (80%), followed by unemployed people (80%), people in a situation of or at risk of poverty (68%) and migrants, refugees and asylum seekers (56%). In 36% of cases, the entities serve more than 1,000 people a year. In 96% of the cases, the services provided (multiple responses) are training and education, 76% integration/job placement, 72% information and guidance, 64% intermediation between employer and unemployed person... In the case of training, in 90% of cases they are aimed at acquiring technical skills, in 80% to acquire fundamental skills, in 80% to acquire digital skills... In almost all cases, the training actions are aimed at responding to specific sectors: in 68% of cases to the care sector, in 56% of cases to hospitality/tourism... Finally, regarding the decision-making power in the design and definition of actions, 54% have a medium decision-making power (decisions are made at a higher level but organizations participate in the decision-making process).

The Italian entities surveyed, in 56% of cases the level of data they usually use is regional, with a level of familiarity of the use of labour market information of 3.87 points, higher than the average and the highest of all the countries surveyed. The main sources used are official statistics and records of a public nature (76%), economic research and reports (68%) and information from employers and clusters (60%). When asked about specific sources, the most used sources are "MIUR-Ministero dell'Instruzione e del merito" (87%), followed by "ISTAT" (83%) and "Ministero del Lavoro e delle politiche sociali" (83%). At the European level, the most widely used source is Eurostat (61%), but with much lower levels of use compared to national sources. The most consulted indicators are those relating to current needs in skills and qualifications (84%). The main reasons for using labour market information are the planning of the training offer and the definition of content (84%) and responding to the needs of the market (72%) and the most common phases of use are in the design and definition of activities (76%). The main problem faced by professionals when using labour market information is the lack of time and resources (60%), followed by difficulty in accessing relevant information (48%) and being able to access information in a more accessible and user-friendly way (60%) believe that they could carry out better analyses.

Annex. Methodology & Notes

Percentages for single-choice questions are calculated using the number of respondents who answered the question as the base.

Percentages for multiple-response questions use the number of respondents who provided at least one answer as the base; totals may exceed 100%.

Open-ended responses are summarised through short illustrative examples.