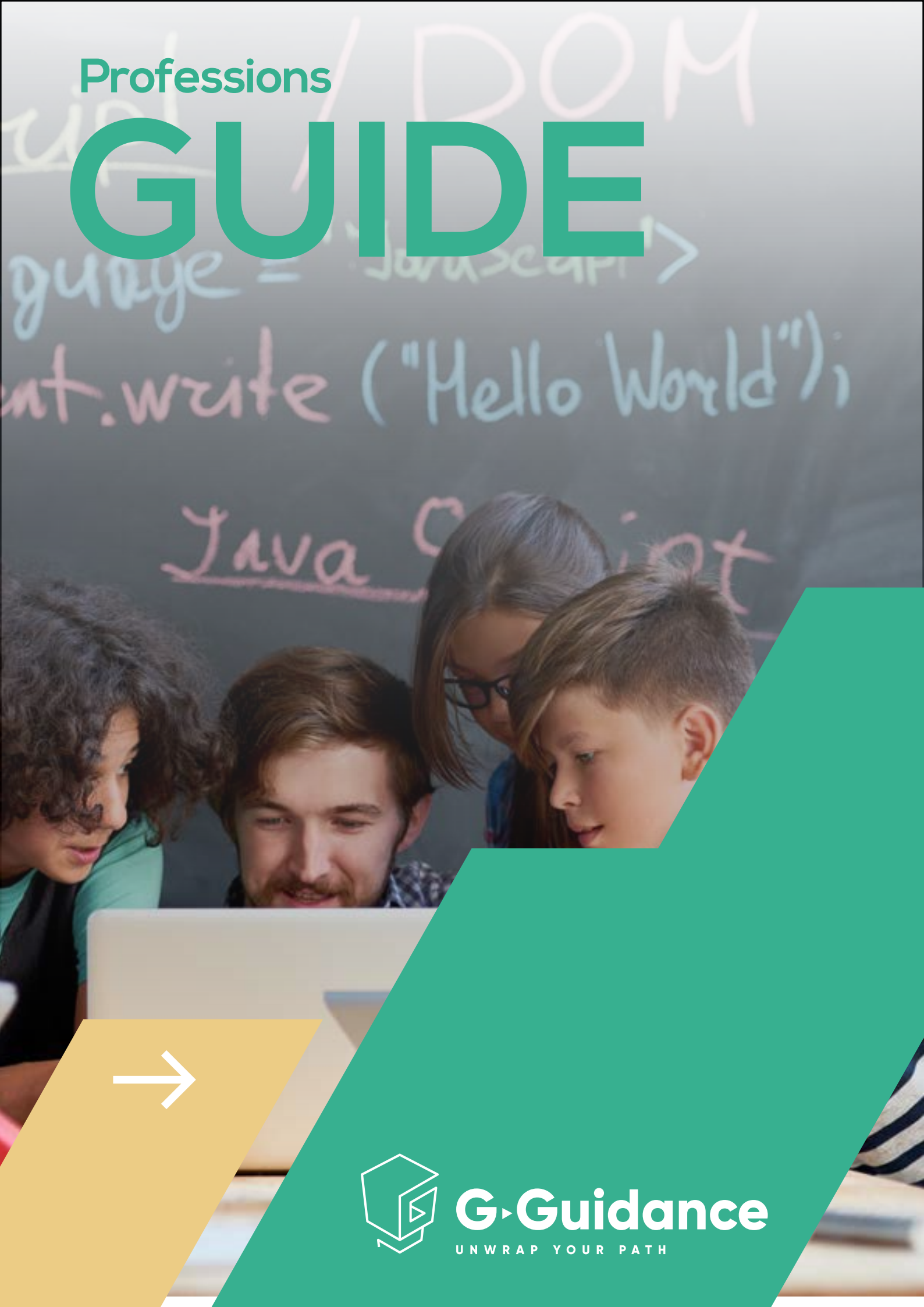
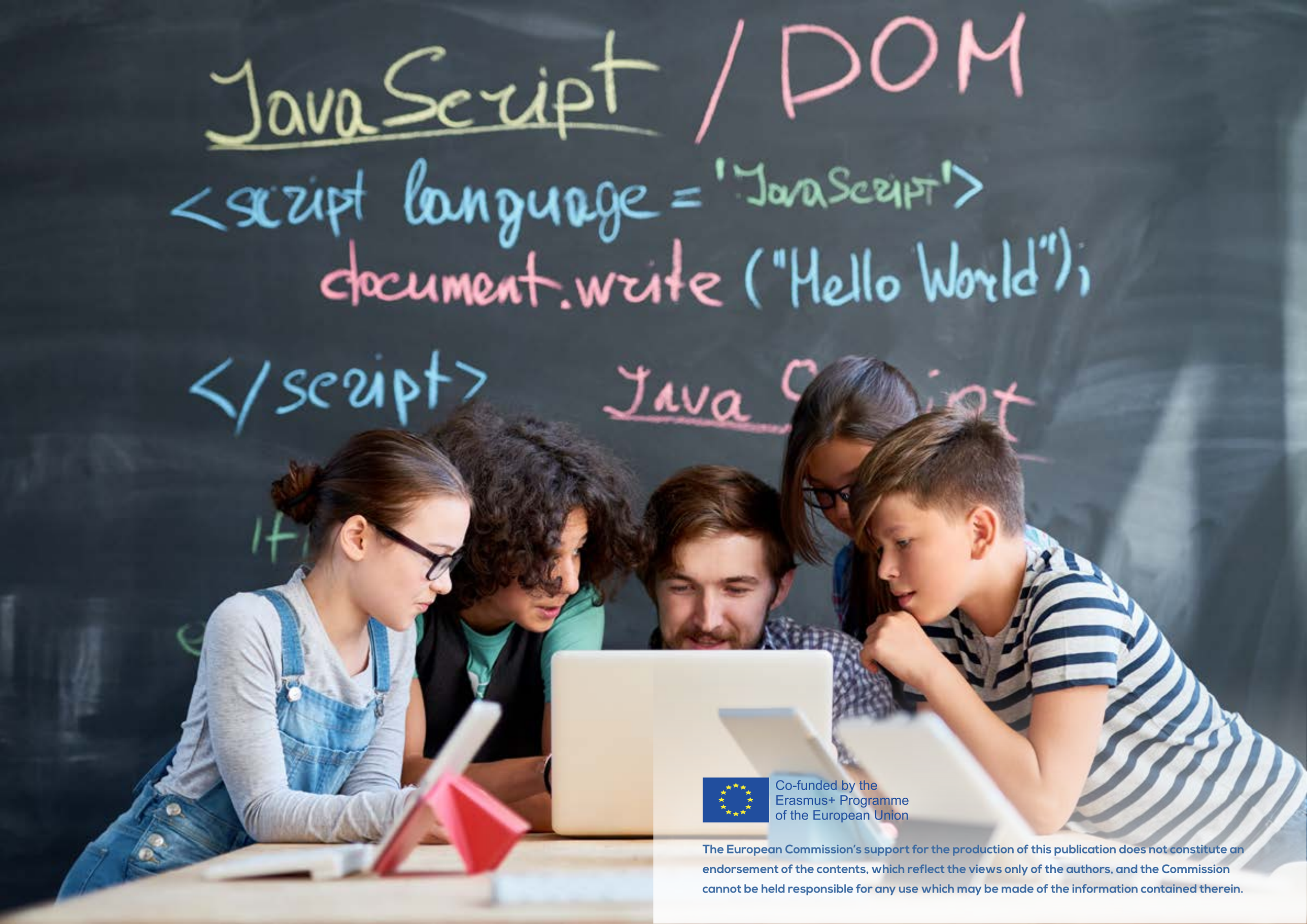
Professions

GUIDE



G·Guidance

UNWRAP YOUR PATH



Co-funded by the
Erasmus+ Programme
of the European Union

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Introduction

The Professions Guide is the first intellectual output of the G-Guidance Project. The main goal of the Professions Guide is to be a multimedia database with vocational and career-related information on the main features of professions, presented in various formats, such as text, video, sound and image. The guide presents information on the main features of interpersonal and contextual characteristics of a certain profession. The written information about professions presented in this document, which is only a part of the whole guide, is complemented by and connected to multimedia material available on the G-Guidance platform.

This guide is available on the G-Guidance platform for all users, including students, psychologists, teachers and also parents, as a common resource for anyone interested in career-related information. The vocational information presented in this guide serves the purpose of informing young people and other users not only about the main features of professions and their pros and cons, but also provides information on how to get there (degree and training) and what to expect when planning a career leading to a profession, including making important decisions, investing on self-development and adapt to obstacles. Despite being a complete information resource, the goal of this guide isn't to provide complete information about a certain profession, rather it's supposed to lay the foundation for students to look for more detailed information that can fully meet their need, curiosity and expectations.

In addition to written information about professions, our Professions Guide includes video interviews with professionals and, photos from professional contexts (for example, of instruments used by professionals), as well as sound samples associated with professions. The project team interviewed more than 50 professionals, asking them to talk about their profession, namely about the main activities included in everyday practice, their work environment, workload and typical schedules, average salary and also features they like and dislike about their profession. Our guide aims to present information in a multimedia format to make it more interesting and appealing to young people, and also to be displayed and used on the G-Guidance platform in gamified activities.

The Professions Guide is organized in seven vocational areas: (1) Health Sciences; (2) Humanities, & Social Sciences; (3) Engineering, Computer Sciences & Technicians; (4) Economics & Marketing Sciences; (5) Arts, Design & Architecture; (6) Social & Technical Services; and (7) Natural Sciences. Each of these vocational areas, includes the most sought after or popular professions, according to youngsters from countries that participate in the G-Guidance Project, namely Portugal, Spain, Greece, Italy and Bulgaria. Each of the international partners researched which professions young people, in each country, would be most interested in knowing more about. The results led to the selection of professions that are included in this guide.

While planning the Professions Guide our

team was fully aware of the ever changing, dynamic and fast-paced nature of the work market, whether we are talking of professions, training programmes or courses. Thus, we planned this guide not to be a static and closed document, to be used as the definite source of vocational information, but rather as a starting point for vocational and career exploration for young people, to be used as an initial reference from wich a career path can be sought and built. This can be done especially through our G-Guidance platform, which will connect all this information with the infinite potential of online resources, allowing youngsters to focus on their preferred interests and do more in-depth research about them. Besides the fact that mapping out and describing the majority or the entirety of possible professions would be an impossible task to undertake, there is also a theoretical and methodological reason to structure our Profession Guide in this open, dynamic and constructive way. The guide is a part of an innovative and broader methodological approach to career guidance, developed by the G-Guidance project team.

We also knew that there would inevitably be many professions (e.g., astronaut) not included in this guide, and that was another reason for us to design our guide to be a “work in progress”, open to absorbing new and updated vocational information. This means that the guide allows G-Guidance platform users (especially students doing career guidance), to add more professions or more information to the professions originally included in this guide with the supervision of platform administrators, namely school psychologists. Users can add new information in all of the sections presented in the guide, including the possibility of uploading photos, videos, text, etc. In fact, a significant part of the gaming-based activities proposed, as a career guidance tool on the G-Guidance platform, are designed to motivate young people to go out into the real world and collect valid information to improve the guide and learn about careers while doing so.

Structure and Organization of the Guide

Each profession described in the guide contains information organized in 13 different dimensions or sections. These sections are: (1) profile of the profession (short description), (2) main activities, (3) fields of application, (4) work environment (or context), (5) (typical) work schedule, (6.1) skills and abilities, (6.2) (typical) personal characteristics, (6.3.) interests and preferences, (7) education and training (necessary to have a career), (8) pay (typical salary or earnings for each area), (9) similar professions, (10) role models, and (11) useful links (to obtain more information about the profession). Each section is described briefly below.

1. **Profession profile.** This section contains general information describing the nature of the profession including Information such as general features, objectives and skills. Presenting this information is important to give youngsters general knowledge about what a given professional does and what the profession's real objectives are, so they can analyse and see if they identify the with a given profession.

2. **Main activities.** This section presents specific information and a brief description in the main activities associated with a certain profession including activities that are typical of a certain sub-area, for example, in the profession of designer, due to its variety, professionals have to perform very different activities according to specific area of design (e.g. industrial design or fashion design). The importance of presenting this information is to allow young people to be aware of what kind of activities they will have to perform when following a given career path. This kind of information is essential for career adjustment so people won't be negatively surprised during training and/or professional practice with activities they don't like or feel comfortable doing.

3. **Fields of application.** This section presents detailed information on each field in which the profession can be applied, including the main characteristics of those fields. For example, psychology can be applied to different fields, from children to the elderly. This information is very useful for young people to be aware of how broad and diverse a professional area is, which can be an important positive aspect for some people in choosing a given profession. For some people it's very important to have a career in a field that allows them to change,

expand, and diversify their professional practice, which is easier in professions that have more fields of application.

4. **Work environment.** This section contains information about the possible and most common work environments for a given profession, as well as its main features. For example, nurses might work in very different environments, from a general hospital to a school, or even to a sports club. The objective of presenting this information is to give young people an approximate perspective of the characteristics of the places where they will have to work in the future if they want a career in a given area. With this information, they can make better decisions, knowing that they are aware of and accept workplace characteristics (e.g. outdoor work) and won't be negatively surprised, which could, potentially, harm their motivation and, eventually their, career success.

5. **Work schedule.** This section contains information about the possible and most typical work schedules and workloads for a given profession. This information can vary greatly between professions and countries, so it should be considered merely as a general reference for any user of this guide. The objective of presenting this information is to allow young people to be aware of the implications that having a career in a specific area has for their lifestyle, personal objectives and their personal and social life, among other important life dimensions, as some professions are much more time-consuming than others. Time management is an important variable in career construction as it can have a great impact on any person's quality of life, psychological adjustment and vocational satisfaction.

6.1. **Skills and abilities.** This section presents information on the most commonly required skills and abilities for the exercise of a given profession. The objective of presenting this information is to allow young people to be aware of which skills and abilities they should focus on and develop if they want to pursue a certain career. By comparing the information the most valued skills and abilities for a with their own skillset and profile, they can make well-informed career choices and organize their self-development.

6.2. **Personal characteristics.** In this section information can be found on the most common personal characteristics shared by professionals of a certain area, as well as the most useful ones to build a career in a given professional field. Aligning personal characteristics with personal characteristics that are highly valued in a given profession will greatly increase a person's probability of attainig career success and satisfaction. The objective of presenting this information is to give young people a perspective on how well their personal characteristics fit with the personal characteristics most valued in a profession, and which characteristics they should focus on developing to better adapt to a certain profession. The better the fit between the young person's personal characteristics and the profession's most valued characteristics, the greater the probability of career adjustment, success and satisfaction.

6.3. **Interests and preferences.** This section presents information on the most common interests and preferences shared by professionals of a certain professional field. People that share a field of work tend to have similar interests, preferences and favourite activities, which tend to generate higher levels of identification and cohesiveness among professional colleagues. The importance of sharing this information is to give young people the opportunity to identify with people that they will eventually study, train and work with, facilitating their social and emotional adjustment to their professional environment and the people with whom they share it.

7. **Education and training.** This section contains general information about the necessary education and training to be able to exercise a given profession. The importance of sharing this information is to inform young people of the career path associated with a certain profession, as some professions demand longer and more demanding training than others to qualify as a professional. For example, and generally speaking, medical doctors have to study and train for many more years than, for example, a business manager. It's important that young people are as aware as possible of how the investment, effort, time and compromise they will have to make to follow a certain career path.

8. **Pay.** This section has information about the average range of monthly salary, for each profession. This information is organized by country, providing the minimum and maximum salary, as there is a great variation between countries. Also, it's important to note that the information provided in this dimension also varies over time, considering updating, changing policies and other specificities of work environments. We would thus like to underline that information about each profession's average pay, considering all the variables mentioned, should be used only as a reference and updated as frequently and needed as possible, and shouldn't be considered definitive or conclusive. In spite of the subjectivity implied, this information is important for young people to have a sense of reality of what they can expect from a profession in terms of economic incentive or reward, so they can choose according to their objectives, expectations and ambitions. Especially as some professions are more likely to lead to higher economic rewards than others.

9. **Similar professions.** This section gives information about similar professions. This information may be useful in career guidance to explore alternative career paths for young people, as similar professions tend to have similar activities and imply similar interests, preferences, skills and abilities. By exploring these similar professions, youngsters can choose and design multiple career paths that fit their profile and even discover new

professions in the same general area, which they weren't aware existed and that they might prefer. Having multiple viable career paths promotes career adaptability in young people, which means that they can, more easily, adapt to unforeseen obstacles (e.g. not being able to enroll in a certain university or course for economic reasons) in their careers and quickly and efficiently redesign and adjust their careers, with success and satisfaction.

10. **Role models.** In this section we present information about established professionals, who have professional success and satisfaction and can be role models for young people that are thinking of choosing a certain profession. We present not only well-known and/or successful professionals, but also interesting projects or organizations that are considered good examples of what a determined profession has to offer. Please note that, as already stated earlier in this introduction, the purpose of this information isn't to provide complete information about the role models, but to give some references for young people to extend en their research, get more information and, hopefully, be inspired. The main objective of sharing this information is for youths to identify with the role models, as well as to motivate and inspire them to choose, follow and commit to a certain career path, to be inspired by successful professionals, and to set themselves objectives based on the example.

11. **Useful links.** In this section links with updated, valid and accurate information on professions are presented. These are links to official and reliable information sources about a given profession, that can give young people a wide range of information on areas from training, to courses, professional issues and activities, research, news, events and people of interest, regulations and legislation associated with the profession, among other useful information. These links are very important not only in terms of the information they can add to the career guidance process where they are going to be used, but also to help youngsters to be aware that the internet is a very important tool for career development, job search and opportunities, not only in the present but throughout their careers too.

The Professions Guide is organized accordingly with seven general vocational areas, within which a number of professions, that share a set of basic characteristics, are grouped. The structure of the guide aims to make it easier for professionals (school psychologists and teachers) and users (youths and parents) to find and use the information. Each general area corresponds to a chapter of this guide, which includes information about the professions grouped in this particular area. The general vocational areas are 1) Health Sciences, 2) Humanities and Social Sciences, 3) Engineering, Computer Sciences & Technicians, 4) Economics & Marketing Sciences, 5) Arts, Design & Architecture, 6) Social and Technical Services, and 7) Natural Sciences. A brief description of the general areas is presented below.

Health Sciences

The section dedicated to the field of health sciences presents information about professions related to health care, with different approaches to providing health care services, such as medical doctor, psychologist, physiotherapist, dentist, veterinarian, pharmacist or nurse.

In general, people that work on this field share common characteristics, skills and interests. For example, in terms of their shared skillset, health sciences professionals tend to have good observation and listening skills, high levels of adaptability, good decision making and problem-solving skills, communication and verbal, social and interpersonal, and scientific and mathematical skills, and critical thinking. As to their common personal characteristics, in general, these professionals tend to show high levels of responsibility, empathy, dedication, persistence, reliability, compassion, self-control, honesty, determination, good stress control and emotional management skills, as well as being attracted to the concept of working for the enhancement of others, namely using logic and analytical thought. When we focus on their common interests, individuals vocationally orientated to this field tend to be attracted to activities such as: helping and taking care of others, establishing social relationships and engaging in social activities, researching the cause and treatment of illnesses, teaching people to cope with and solve their personal, emotional and social problems, and promoting patient well-being and rehabilitation. Academically, health science orientated people tend to like anatomy, biology, physiology, human pathology and chemistry.

Humanities & Social Sciences

In the section dedicated to humanities and social sciences, we offer information about professions that study aspects of human society and culture, as well as relationships among individuals within those societies. It includes professions such as teacher (preschool, middle and high school, special needs), anthropologist, historian, writer, journalist, sociologist, social worker, philosopher and lawyer.

In general, people that work in this field share common characteristics, skills and interests. In terms of their shared skillset, humanities and social sciences professionals usually have good planning skills, observation and listening skills, high levels of flexibility and adaptability, good leadership skills, high levels of dedication to their objectives and work, excellent communication and verbal skills, excellent social and interpersonal skills, good creative and abstract-thinking skills, problem-solving and time management skills. Their common personal characteristics, in general, include caring for others, availability, empathy, reliability, creativity, responsibility, curiosity, dedication, cooperation, objectivity, self-

control, logical and analytical thought, good stress management skills, acceptance and loyalty. Pertaining to their common interests, humanities and social sciences orientated people tend to like working with and/or teaching children, pedagogy, creative work, reading and writing, the evolution of cultures and societies, human history, influencing or motivating others, social, political and economic issues and legislation. Academically, these individuals prefer subjects such as literature, psychology, law, philosophy, languages, history, geography, economics and ethics.

Engineering, Computer Sciences & Technicians

The section, which focus on the field of engineering, computer sciences and technicians, presents information on professions with the general objective of applying scientific knowledge to practical problems, and the specific objective of using scientific principles to design and build machines (namely computers), structures, and other items, including bridges, tunnels, roads, vehicles, and buildings. It also includes operating and maintaining machines, from airplanes, to cars, boats or spaceships. This vocational field includes professions such as civil engineer, environmental engineer, electrical and electronic engineer, computer engineer, chemical engineer, mechanic, software developer, video game designer/developer, web designer and airplane pilot.

In general, people that work in this field share common characteristics, skills and interests. In terms of their shared skillset, individuals that are attracted to engineering, computer sciences and technical professions, usually show excellent decision-making and problems-solving skills, mathematical and computational, technical and manual skills, good space and volume perception, good physical coordination and strength, project management skills, innovation and creative and programming skills, as well as good commercial and business awareness. As to their common personal characteristics, in general, they tend to be perceptive and responsible, have analytical thinking and, make excellent use of logical and analytic thought, as well as their imagination and creativity, namely in problem-solving tasks. They tend to be open and curious about the world, take a great care with methodology, organization, structure and systematization, they show great attention to detail and are usually very persistent and precise in their actions. Regarding their common interests, people interested in this vocational field tend to like computers, programming, technology, internet, robotics, gadgets, machines and their use, web design and app development, promoting technical development of societies, designing functional structures, working with tools and machines, making or fixing practical things, ergonomics and semiotics. Academically, they prefer subjects such as mathematics, physics, computer science, geometry, chemistry, astronomy, programming and laboratory/ workshop classes.

Economics & Marketing Sciences

In the section dedicated to the vocational field of economics and marketing sciences we collected information about professions that studies how people interact with value, in particular, the production, distribution, and consumption of goods and services. Economics focuses on the behaviour and interactions of economic agents and how economies work. Marketing is a field that focuses on understanding customer needs, and the development of different ways in which they might be fulfilled, predominantly through scientific methods. Included in this field, we can find professions such as economist, commercial manager, human resources manager, financial manager, marketing and advertising manager, hotel manager, data analyst and financial analyst.

In general, people that work on this field share common characteristics, skills and interests. In terms of their shared skillset, individuals that like economics and marketing sciences tend to have very good analytical and logical skills, critical thinking, good customer/user orientation (or guidance) skills, social and interpersonal, decision-making and problem-solving skills, team/staff management, business and computer, statistical analysis and writing and verbal skills, as well as a good ability to easily interpret, understand and interact with economical and financial systems. Concerning their common personal characteristics, they show high levels of attention to details, independence, efficiency, openness, curiosity, good stress management, persuasion, conceptual thinking, determination, leadership, organization, perspicacity and a tendency to be organized and systematic in all dimensions of their life. As to their common interests, people that are attracted to the field of economics and marketing sciences tend to like working with data, working with valuables such as currency, virtual currency, property or stocks, influencing or motivating other people (namely work teams), selling, communicating, innovation, planning and organizing, organizing activities, accumulating wealth and value, reaching goals and objectives, and data processing and analysis. Academically, they tend to like mathematics, economy, law, languages, geography, statistical analysis and history.

Arts, Design & Architecture

The section is about the arts (which includes, generally, visual arts, literary arts and performing arts), design and architecture vocational field. It features information about professions which focus on the theory, human application and physical expression of creativity found in human cultures and societies, through skills and imagination, to produce objects, environments and experiences. It also includes professions that aim to design a plan or specification for the construction of an object or system, or for the implementation of an activity or process. The objective of this design is to satisfy certain goals and constraints, considering aesthetic/artistic, functional, economic, or socio-political considerations. This

field includes professions such as actor, dancer, photographer, singer, musician, designer and architect.

In general, people that work in this field share common characteristics, skills and interests. In terms of their shared skillset, they tend to have a high level of artistic and aesthetic sensitivitie and awareness, excellent interpretative, communication, reading and memorization skills, improvisation, problem-solving, perceptual skills, vocal and acoustic, sewing and drawing, and writing and composition skills, and social and interpersonal skills. In terms of their common personal characteristics, individuals interested in this vocational field tend to present high levels of creativity, independence, intuition, spontaneity, dedication, versatility, focus, open-mindedness (they usually have high levels of acceptance of others), discipline, persistence, empathy, accuracy, determination, attention to details and autonomy. As to their common interests, they tend to like all task and activities that are creative and related to arts (fine arts, visual arts, theatre, music, dance, among others), and also activities associated with entertainment and exhibition, artistic expression and performance, digital and electronic devices (especially those created for communication, multimedia, social media and broadcasting), attending and engaging in public presentations of arts (theater, concerts, poetry readings), drawing and illustration, photography, graphics and technology and cinema and television. Academically, their preferred subjects are those related to arts (dance, music, drawing, sculpture, photography), languages, literature, philosophy, psychology, anthropology, crafts, and theatre.

Social & Technical Services

The section dedicated to the vocational field of social and technical services presents information concerning professions that have the general objective of creating more effective organizations, building stronger communities, and promoteing equality and opportunity, as well as performing the necessary activities and tasks to materialize these objectives in reality. This field includes professions such as Police Officer , Firefighter , military serviceman, yoga teacher, fitness instructor, electrician, plumber, bank desk operator, chef, tourist guide and driver.

In general, people that work on this field share common characteristics, skills and interests. In terms of their shared skillset, they tend to have logical reasoning, physical and athletic skills, problem-solving, conflict resolution and decision-making skills, interpersonal and social, time management, communication skills, motor and manual coordination and organizational and logistical management skills. They also have common personal characteristics, such as high levels of honesty, concentration, calm, motivation, responsibility, objectivity, energy, commitment, persistence, self-control, tolerance, reliability, determination, precision and initiative. Concerning their common interests, people vocationally orientated for social and technical services, generally, tend to like social events and experiences, organizing activities, solving problems, helping others, facilitating services and commodities, engaging with the community, observing the rules and helping others do the same, providing assistance, managing emergency/risk/dangerous situations, working with machines, electronics and tools, physical work, outdoor and nature related activities and community service. Academically, these individuals tend to prefer physical education and sports, languages, economics and crafts.

Natural Sciences

The section concerning natural sciences provides information about professions that focus on the description, prediction, and understanding of natural phenomena, based on empirical evidence from observation and experimentation. Natural science can be divided into two main branches: life science and physical science. This field includes professions such as geologists, biologists, biotechnologists, chemists, astronomists and mathematicians.

In general, people that work in this field share common characteristics, skills and interests. In terms of their shared skillset, they tend to have analytical and critical thinking, problem-solving skills, a good sense of cooperation, accuracy, scientific and mathematical skills, communication and verbal, technical data analysis and interpretation skills, observation, laboratory and field work and statistical analysis skills. Concerning their common personal characteristics, most people interested in this particular field tend to display good logical and analytical thinking, responsibility, consistency, patience, persistence, curiosity, methodical habits, good organization, adaptability, attention to detail, dynamism and independence. As to their common interests, they are mathematics, physics, biology, biochemistry, microbiology, methodology and research, field work, working in a natural context (nature), working with and about animals, plants and human biology and mathematics.

1. HEALTH SCIENCES

1.1. Medical Doctor

1. 1. Profile of the profession

A medical doctor is a health professional who foresees, studies, diagnoses and treats general diseases. He/she is very often the first contact that patients have in health care. The medical doctor is usually the professional that directs patients to the more specific medical speciality and is also frequently the link between medical specialities and patients. He/She is often the same for all family members, and accompanies the patient from his/her birth until his/her death.

The medical doctor is different from the internal medical doctor.

2. Main activities

The main activities carried out by a medical doctor are:

a) foreseeing, studying, diagnosinge and treating general diseases;

b) preventing the occurrence of certain diseases, and prescribing clinical analysis (blood, urine) and physical exams (ultrasound, x-ray) to have a more complete view of the patient's health condition;

c) referring patients to the most suitable medical speciality for them;

d) establishing and maintaining a close relationship with the patient to know him/her as well as possible in order to keep patient-doctor proximity;

e) making certifications for non-competitive sports activities and temporary inability to work;

f) contributing to the development of health culture and knowledge of the National and Regional Health Service;

g) to participating in specific campaigns promoted and organized by the regions and/or health authorities;

h) making home visits in cases of need.

3. Fields of application

Public primary care centres

Medical doctor frequently work in public primary care centrer. Medical doctors deal with: different types of appointments that are scheduled, for example paediatrics, family planning, and diabetes; appointments of an urgent nature; and signaling and referring of patients to specific areas of medicine.

Private hospitals

Medical doctors can work in private hospitals. They deal with: scheduled appointments with usual patients; appointments with an emergency character; and signalling and referring patients to specific areas of medicine.

4. Work environment

Public bodies

Primary care centres (the first contact with the health system).

Private facilities:

Private hospitals (an alternative to the national health system).

5. Work schedules

Public bodies

Medical doctors who work in primary care centres often work in 12-hour shifts. In primary care facilities that have an emergency service, they may also work during weekends and national holidays.

Private bodies

Medical doctors who work in private hospitals have more flexible schedules that can vary from 8- to 12-hour shifts.

6.1. Skills and abilities

Communication and verbal skills

Observation skills

Listening skills

Social and interpersonal skills

Adaptability

Technique and scientific skills

6.2. Personal characteristics

Responsibility

Physical resistance

Empathy

Dedication

Reliability

Determination

Self-control

6.3. Interests and preferences

An interest in helping people and improving their well-being

Interest in taking care of others

Interest in medical subjects

Interest in social relationships and social activities

Interest in the dissemination of good practices (e.g., preventive screening or generalized diagnostic surveys)

7. Education and training

1. Integrated Master's degree on Medicine:

This is a six-year degree that includes five years of theoretical and practical learning. The sixth year includes a professional training. The mission is to train a doctor with a professional profile characterized by a multidisciplinary and integrated vision of health and disease problems. Education is oriented towards the community, the territory, global health challenges and fundamentally towards disease prevention and promotion of health and a humanistic culture in its implications of medical interest.

2. Enrolment in the Doctors National Order

After concluding the higher education period, it is mandatory to register in the "National Order of Doctors" by giving personal data, proof of academic skills and criminal record. For independent practice, it is obligatory to be approved in a verbal and written exam and also complete a 12-month professional training with the supervision of an adviser. The training can be dispensed from this if he/she has already done other training for postgraduate studies, with this subject dispensed on approval of the regional council.

8. Pay

The average monthly salary is:

- Spain: from €1818 to €4084
- Portugal: from €1454 to €3267
- Bulgaria: from €346 to €1001
- Italy: from €2052 to €4773
- Greece: from €1453 to €3433

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Internal medical doctor

Nurse

Psychologist

Psychiatrist

Surgeon

10. Useful links

Useful international links:

European Association of Hospital Physicians

World Health Organization

Useful national links:

- Bulgaria:

Ministry of Health

Bulgarian Medical Association

- Greece:

Ministry of Health

https://school.med.uoa.gr/

- Italy:

Italian Medical Association (AIM)

Italian Women Medical Association

- Portugal:

Doctors National Order

Portuguese Association of General and Familiar Medicine

- Spain:

General Counsel

11. Role models

International Role Model:

Daniel Hale Williams

National Role Models:

- Bulgaria:

Radoslav Nenkov Gaidarski

- Italy:

Michael E. DeBakey

- Greece:

Kardamakis Dimitrios

- Portugal:

Fernando Nobre

- Spain:

Jesús Vaquero

1. HEALTH SCIENCES

1.1.1. Medical Doctor: Radiation Oncologist

Watch the movie in the following link

https://youtu.be/ZBbVxoKgkTY

1. Profile of the profession

A radiation oncologist is a professional who deals with the treatment of cancer and non-cancerous conditions, with radiotherapy or medication (chemotherapy). He/she is in charge of the patient's overall care and treatment through all phases of the disease. The radiation oncologist uses various forms of radiation therapy to safely and effectively treat cancer. He/she uses radiation therapy treatments tailored to each patient, depending on the type of tumour, its size, location in the body, and the patient's condition. The radiation oncologist often works in a team composed of several specialists who act in close collaboration, establishing the treatment plan for a patient who has to undergo radiotherapy.

2. Main activities

The main activities carried out by radiation oncologists are:

a) consulting with other medical personnel who specialize in similar issues and confirming the diagnosis made by diagnostic radiologists;

b) discussing symptoms and the illness with patients and examining them;

c) suggesting the most appropriate treatment, depending on the patient's body shape and the results of X-ray exams;

d) providing patients and their relatives with the necessary information about the nature of the treatment and side effects that exposure to radiation may present;

e) working closely with radiation oncology medical physicists and radiation therapists:

f) monitoring, supporting and caring for patients during and after treatment;

g) writing reports on the treatment of patients for general practitioners and other medical specialists;

h) informing stakeholders and the public about the issues relevant to their profession and the work they perform.

3. Fields of application

External beam radiation therapy

Radiation oncologists apply the radiation produced by a machine called a "linear accelerator", that has the potential to produce high-energy photons or electrons for the treatment of cancer. Radiation oncologists deal with: appropriation and selection of the techniques depending on the location, size, and type of cancer. Three-dimensional conformal radiotherapy (3D-CRT), intensity modulated radiotherapy (IMRT/VMAT), image-guided radiation therapy (IGRT), stereotactic radiosurgery (SRS) – stereotactic radiotherapy & stereotactic body radiotherapy (SRT, SBRT) are some of the techniques that radiation oncologists have at their disposal to treat their patients.

Brachytherapy

Radiation oncologists place radioactive sources into or just next to a tumour. During brachytherapy, radioactive sources may be permanently or only temporarily placed depending on the

type of cancer. Radiation oncologists deal with: the treatment of almost all cases where surgical removal of a malignant tumour alone is not enough; application of the above methods of radiotherapy and a combination of these with other methods, such as chemotherapy and immunotherapy, may more effectively combat various cancers, such as lung cancer.

4. Work environment

Most oncologists work in clean and sterilized environments like clinics, hospitals, or healthcare centres. Because they work with dangerous radiation and radioactive material, radiation oncologists, like radiation therapists and medical physicists, must follow safety procedures to make sure that they are not exposed to a potentially harmful amount of radiation. For this reason, all the professionals are usually required to stand in a different room while the patient undergoes radiation procedures.

Radiation oncologists work in conditions that may be very stressful, as they deal with seriously ill patients. They often travel locally or overseas in order to attend conferences and other medical events.

5. Work schedules

Public and private bodies

Radiation oncologists usually work regular business hours, although they often have to work for long hours and be on call.

Radiation oncologists who are part of a health network may enjoy more structured work hours than private practitioners.

However, the internship period for doctors is particularly strenuous and interns have to work in rotating shifts.

6.1 Skills and abilities

Communication and verbal skills

Social and interpersonal skills

Critical thinking

Monitoring skills

Leadership

Scientific and mathematical skills

Listening skills

6.2 Personal characteristics

Compassion

Persistence

Self-discipline

Empathy

Time-control

Logic and analytical thought

Stress control/stress

management

6.3 Interests and preferences

A preference for activities that support people who are facing difficulties

Interest in mathematics, physics and biology

Interest in the use of electrical appliances and instruments for the benefit of human health

Interest in research and treatment of serious illnesses, such as cancer.

7. Education and training

1. Integrated Master's degree on Medicine:

This is a six-year degree that includes five years of theoretical and practical learning. The sixth year includes a professional training. The mission is to train a doctor with a professional profile characterized by a multidisciplinary and integrated vision of health and disease problems, with an education oriented towards the community, the territory, global health challenges and fundamentally towards disease prevention and health promotion, with a humanistic culture in its implications of medical interest.

2. Enrolment in the Doctors National Order

After concluding the higher education period, it is mandatory to register in the "National Order of Doctors" by giving personal data, proof of academic skills and criminal record. For independent practice, it is obligatory to be approved in a verbal and written exam and also complete 12 months of professional training with the supervision of an adviser. This training can be dispensed with if the candidate has already done other training for postgraduate studies, although that this dispensation is subject to approval of the regional council.

3. Speciality Training program for Radiation Oncology

Students must complete a graduate education in a speciality. Depending on the country, the programme runs for a minimum of four years and gives the doctor broad experience across the full variety of skills that radiation oncologists need to be familiar with.

8. Pay

The average salary for month is:

- Spain: from €7508 to €15120
- Portugal: from €6238 to €12562
- Bulgaria: from €181 to €575
- Italy: from €8850 to €17823
- Greece: from €6402 to €12902

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Radiation therapist

Radiation oncology medical physicist

Diagnostic radiologist

Radiographer

Nuclear medicine physician.

10. Links related to the profession

Useful international links:

ESTRO

Useful national links:

- Bulgaria:

Ministry of Health

Bulgarian Medical Association

- Greece:

Hellenic Radiological Society

- Italy:

Italian Association of Medical Oncology (AIOM)

Italian Radiotherapy and Clinical Oncology Association (AIRO)

- Portugal:

Oncology Portuguese Association

- Spain:

Oncology Spanish Association

Top Doctors

11. Role models

International Role Model:

Vincent Theodore DeVita Jr.

National Role Models:

- Bulgaria:

Ivan Nikolov Chernozemski

- Greece:

Evanthia Galani

- Italy:

Raffaele Costanzo

- Portugal:

Ana Costa Miranda

- Spain:

Caledonio Calatayud

1. HEALTH SCIENCES

1.2. Psychologist

Watch the movie in the following link

https://youtu.be/VIdVXqtVMys

1. Profile of the profession

A psychologist is a professional who intervenes in context (at an individual, interpersonal, social, institutional and work level) using various tools and techniques. He/she develops interventions aimed at the prevention, diagnosis and treatment of discomfort and some mental disorders, and fostering psychological health, relational and social well-being in order to know, improve and protect the psychological well-being and health of people, couples, families, communities and social and work organizations. Moreover, psychologists also deal with aspects related to facilitating learning and evaluating the relation between individual and environment or individual and tools.

A psychologist differs from a psychiatrist and psychotherapist.

2. Main activities

The main activities carried out by psychologists are:

a) supporting individuals psychologically;

b) collecting information using observations, interviews, surveys and other methods;

c) designing, implementing and evaluating psychological, psycho-social and psycho-educational interventions;

d) searching for and identifying behavioural or emotional patterns;

e) using their own knowledge to improve understanding between individuals and groups;

f) discussing the treatment of problems with clients;

g) conducting scientific studies on brain behaviour and functioning;

h) writing and researching articles and reports to share results.

3. Fields of application

Clinical Psychology

Clinical psychologists deal with: assessment and diagnosis of personality characteristics using assessment techniques, such as clinical interview and other psychodiagnostics tools (e.g. tests, questionnaires); counselling and psychological support in uncomfortable situations; assessment of parental characteristics for adoption and fostering; clinical research in different areas of intervention and for different types of patients (e.g. children, adolescents, adults, the elderly); design, implementation and evaluation of tools, interventions and programmes for prevention and for health promotion.

Community Psychology

Community psychologists deal with: design of psychoeducational interventions, promotion of psychosocial well-being (e.g. identification of collective social risks such as racism) of individuals, groups and organizations and social skills training; design, implementation and evaluation of research-action programmes within the community to involve people in the identification of objectives for the improvement of prevention and treatment systems.

Health Psychology

Health psychologists deal with: counselling and psychological support for hospitalized patients and their families; individual and group supervision interventions for health professionals to enhance communication skills, team functioning and to prevent burnout; psychotherapy and behavioural rehabilitation interventions, aimed at promoting the bio-psycho-social well-being of the individual, the family and social groups within the community.

Developmental and educational psychology

Developmental psychologists deal with: assessment of psychological development (e.g. cognitive, emotional, social and affective) of children and adolescents; diagnosis and intervention of mental disorders; counselling for the preparation of individualized educational plans; assessment of the adequacy of educational and corrective structures for minors with proposals for alternative corrective methods; design of innovative and alternative teaching methodologies.

Work, Organizational and Personnel (WOP)

WOP psychologists deal with: selection, evaluation and guidance of people in the workplace; teamwork, organization and development of human resources; analysis of sources of dissatisfaction and discomfort at work; design and implementation of interventions in staff motivation.

Marketing Psychology

Marketing psychologists deals with: design and implementation of communication campaigns; social surveys on public opinion, consumption of products and services and evaluation of their correspondence to expectations; evaluation of the impact of commercial advertising; consultancy on the dynamics of persuasion processes.

Neuropsychology

A neuropsychologist deals with: assessment of cognitive functions; neuropsychological diagnosis of cognitive, behavioural and emotional-motivational disorders in patients with different types of brain lesions; neuropsychological, cognitive, behavioural and emotional rehabilitation; training and learning sessions for caregivers of people with cognitive disorders.

Emergency Psychology

Emergency psychologists deal with: assessment of the psychological condition of the victims of critical and traumatic situations (e.g., earthquakes, floods, accidents); consultancy in the preparation of operational emergency plans; psychosocial training of emergency operators.

Forensic psychology

Psychologists working in the field of forensic psychology use psychological principles in the legal and criminal justice system to help judges, attorneys and other legal specialists understand the psychological aspects of a particular case. They often testify in court as expert witnesses. They typically specialize in family, civil, or criminal casework.

Criminology

Psychologists in the field of criminology deals with: diagnoses for the reconstruction of the factors and conditions that can involve the implementation of a crime; assessment of social dangerousness; re-education and psychological assistance for the social reintegration of those who have committed a crime.

Psychotherapy

The psychologist can also exercise the activity of psychotherapist, after obtaining a specific specialization of at least four years after graduation and choosing a training path among different schools that adopt specific models of the mind and its functioning, behaviour and relationships (e.g., cognitive-behavioural, systemic-relational, psychodynamic, integrated, etc.). Psychotherapy can be for individuals, couples, families or groups.

4. Work environment

Clinical psychologist / neuropsychologist / health psychology

Public bodies:

Healthcare facilities and psychological, medical and psychiatric services, hospitals, clinics, counselling centres, child neuropsychiatry services and services for drug addicts, as well as in schools and social welfare and educational services in municipalities, provinces and regions.

Private facilities:

Private health facilities, therapeutic communities, rehabilitation centres, listening centres, family homes, youth centres, reception centres, professional studios, associations, foundations, research institutions, private companies, professional firms, hospital principals, NGOs.

Work psychologist / marketing psychologist / developmental and educational psychologist

Public bodies:

Public facilities, medical and psychiatric services, hospitals, schools, training institutions etc.

Private facilities:

Service and production companies, consulting and business training companies, professional firms, etc.

Community Psychologist

Public bodies:

Healthcare facilities and educational and social services of local and regional authorities.

Private facilities:

Cooperatives offering social, educational, rehabilitation and health and social care services, individual or associated private practice for the provision of clinical, rehabilitation and health education services in primary and secondary schools, welfare institutions, residential communities, work and community organizations.

Criminal Psychologist / Forensic Psychologist

Public bodies:

Courts, justice centres, prisons, local authorities, prosecutors' offices, mediation centres and other territorial services.

Private facilities:

Therapeutic communities, rehabilitation centres, listening centres, reception

centres, law firms, professional firms, etc.

5. Work schedules

Public bodies

Psychologists working in clinics, the public, industry or schools work full-time during normal working hours. Psychologists working in hospitals, nursing homes or other health care facilities may also have evening or weekend shifts. In some cases, psychologists work part-time as independent consultants in such facilities.

Private bodies

Psychologists working in professional practice may be able to set their own work to satisfy clients who may have needs dictated by work or family activities.

6.1 Skills and abilities

Flexibility/Adaptability

Observation skills

Communication and verbal skills

Social and interpersonal skills

Scientific and mathematical skills

Creative and abstract skills

6.2 Personal Characteristics

Reliability

Self-control, stress management

Determination

Empathy

Entrepreneurship

Logic and analytical thought

Enhancement of others

6.3 Interests and preferences

Interest in people and their well-being

Interest in social relationships, social activities and people interactions

Interest in ethics and morality

Interest in teaching people to cope with and solve personal and social problems

Preferences for scientific projects, analytical and imaginative issues

7. Education and training

1. Degree of science and psychological sciences and techniques

This is a three-year course of study that provides basic knowledge of mental processes theories, research techniques, experimental methods applied to psychology, analysis methods and management of educational, motivational, organizational and guidance issues. After the degree course, it is possible to do a professional internship lasting 6 months (500 hours) and after passing the state exam, it is possible to qualify as a type B psychologist and carry out activities of design, implementation and evaluation of interventions in multiple professional contexts. Alternatively, the three-year graduate can choose to continue the training by enrolling in a master's degree course in psychology.

2. Master's degree in psychology

This is a two-year course of study. It provides training that allows graduates to practise, independently and in full responsibility, person-centred interventions through diagnosis and psychological counselling. This involves the acquisition of the competence to conduct clinical interviews, to draw up protocols, to administer psychodiagnostics tests and to manage psychic discomfort, in order to foster the maturation of the skills of evaluation, orientation and prevention of psychopathological risk. The master's degree course in psychology also enables students to acquire adequate skills for the design and conduct of research activities in the various areas of psychology and to assess their effectiveness.

3. Professionalizing internship

After obtaining a master's degree in psychology, a 12-month (1000 hours) professional practical internship is required, which is a pre-entry into the working context, aimed at acquiring professional knowledge and skills and implemented in a direct relationship with experienced psychologists. The internship can be carried out either in departments or institutes of psychological disciplines of universities or in public facilities (e.g., local health authorities, hospitals, etc.) or private (nursing homes, residential or semi-residential facilities, etc.).

4. Qualification for the profession and Enrolment in the Register of Psychologists (Section A)

It is necessary to take a state exam and then join the regional Register of Psychologists to practise the profession of psychologist. The state exam includes three written tests (on theoretical-practical topics of psychology, on the design of social interventions and on the diagnostic interpretation of clinical cases) and an oral test (on the contents of the professional training and the code of ethics). Without enrolment in the Register of Psychologists, psychologists cannot practise their activities.

5. School of specialization in psychotherapy

For those interested in becoming psychotherapists, it is necessary to acquire the title of psychotherapist by enrolling in a public (university) or recognized private postgraduate school for at least four years. At the end of the school of specialization in psychotherapy, you can apply for membership in the Order to be entered in the Register of psychotherapeutic activity.

8. Pay

The average monthly salary is:

- Spain: from €1198 to €2573
- Portugal: from €958 to €2058
- Bulgaria: from €318 to €696
- Italy: from €1381 to €2948
- Greece: from €1116 to €2205

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to see salary differences, visit: https://www.paylab.com/salary-report or https://www. europol.europa.eu/salary-calculators; www.salaryexpert. com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Teacher

School and career advisor

Social worker

Surveyor

Specialist in training and development

10. Useful links

Useful international links:

International Union Of Psychological Sciences (IUPSYS)

American Psychological Association (APA)

Useful national links:

- Bulgaria:

Bulgarian Psychological Society

- Greece:

Hellenic Psychological Society

- Italy:

National Council of the Order of Psychologists (Italian)

Italian Association of Psychology (Italian)

- Portugal:

Psychologists Portuguese Order

Portuguese Association of Psychologists

- Spain:

Official General Counsel of Psychologists

11. Role models

International Role Model:

Sigmund Freud

National Role Models

- Bulgaria:

Kiril Cholakov

- Italy:

Cesare Musatti

- Portugal:

Antonio Damasio

- Spain:

Javier Urra

1.3. Physiotherapist

Watch the movie in the following link

https://youtu.be/JX8glZecN-0

1. Profile of the profession

A physiotherapist is a health professional who intervenes in individual and group contexts in order to develop, maintain and/or restore maximum movement and functional ability throughout life, using specific knowledge and procedures. He/she steps in when movement and functions are threatened by ageing, injuries, diseases, disturbances, conditions or context factors. The physiotherapist has to build a relationship with patients and their relatives and/or caregivers, other health professionals and communities in the therapeutic process.

2. Main activities

The main activities carried out by the physiotherapist are:

a) identifying and maximizing life quality and movement potentiality;

b) promoting and preventing movement functionality;

c) creating individual treatment plans based on diagnosis and prescription;

d) treating and intervening in injuries, diseases and conditions that affect the individual's functionality;

e) enabling and rehabilitating the movement functionality of patients;

f) monitoring the progress of the rehabilitation plan and constantly evaluating the results obtained;

g) providing assistance and support, including emotional support, to patients and their families on how to deal with the recovery process;

h) performing an educational function for patients and teaching them simple basic exercises to be performed independently.

3. Fields of application

Cardiorespiratory

Physiotherapists deal with: improvement of life quality related to cardiac, respiratory, vascular and metabolic systems; reduction of symptoms like dyspnoea, chest pain, helping to remove secretions; and supporting weaning from mechanical ventilation.

Continuous and palliative care

In continuous care, physiotherapists deal with: promoting functionality and reducing and postponing inabilities; promoting the integrity of functions and body systems essential to movement and control of associated symptoms. In palliative care, physiotherapists deal with: compensating for the decline in functionality, and

optimizing mobility, function and quality of life.

Dermato-functional

Physiotherapists deal with: promotion and rehabilitation of the functionality of the integumentary system; promotion of skin health (localized body fat, scars, stretch marks, wrinkles, psoriasis, burns) and also related with surgical procedures (pre- and post-intervention).

Sports

Physiotherapists deal with: intervention with sporting populations from all ages at different competitive levels (from leisure to high performance) in an individual or group dimension; prevention of injuries associated with the practice of sport, optimizing function and contributing to better performance; and promoting the safe practice of sport.

Ageing

Physiotherapists deal with: promotion of healthier ageing with more functionality and well-being, or in order to rehabilitate functionality and movement when there is some disease.

Aquatic

The Physiotherapist deals with: application of specific techniques in water using its physio-chemical properties; and promotion of health, to prevent diseases and to rehabilitate.

Musculoskeletal

Physiotherapists deal with: application of specific techniques in water using its physio-chemical properties; and promotion of health, to prevent diseases and to rehabilitate.

Pediatrics

Physiotherapists deal with: intervention with babies, children and youth until 18 years old, which requires specific training in development, prevention, diagnosis, and treatment at these ages.

Amputees

Physiotherapists deal with: intervention with people who have had amputations and also with their families and other different health professionals; promotion of their maximum functionality and quality of life; and attending to their present goals and managing their long-term expectations.

Women's health

Physiotherapists deal with: intervention with women in various circumstances (pregnancy, post-pregnancy, urinary incontinence, breast surgery, menopause); promotion of health; prevention of diseases; and rehabilitation of movement functionality in these clinical conditions.

Mental health

Physiotherapists deal with: fostering well-being and autonomy in people with physical dysfunctions associated with mental disease and vice-versa; use of physical stimuli to influence them; supporting body awareness through sensory stimulation; improvement of functional abilities to release aggressivity, decrease anxiety, and promote relaxation.

4. Work environment

Public bodies:

Hospitals, primary care centres, municipal institutions and community support services.

Private facilities:

Private clinics, companies, sport contexts, artistic and musical institutions and research centres.

5. Work schedules

Public bodies

Physiotherapists work full-time with normal working hours.

Private bodies

Physiotherapists work full-time or part-time in more than one facility.

6.1. Skills and abilities

Communication and verbal skills

Social and interpersonal skills

Manual dexterity

Listening skills

Observation skills

Flexibility – adaptability

6.2. Personal characteristics

Reliability

Self-control – Stress management

Determination

Empathy

Entrepreneurship

Logic and analytical thought

Enhancement of others

6.3. Interests and preferences

Interest in health and well-being

Interest in care of muscles, joints and tissues

Interest in physical activity and movement
Interest in patient rehabilitation

Interest in working in multidisciplinary teams

Interest in scientific subjects

7. Education and training

1. Degree in physiotherapy:

This is a three-year degree that includes education for all the specific areas of physiotherapy. The degree course also includes an internship that takes place in or outside hospital facilities. The purpose of the internship is to teach professionals how to manage rehabilitation programmes.

2. Master's degree on Physiotherapy:

This is a two-year course that provides training in a specific area of physiotherapy. The first year is for specific education, and the second year is for training in a specific environment and is the first experience in the work context. The second year also includes a final report on training activities.

3. PhD on Physiotherapy:

This is a three-year course that provides abilities for developing scientific research

projects, supervising dissertations and theses, and creating valid instruments for collecting data and teaching in universities.

8. Pay

The average monthly salary is:

- Spain: from €1136 to €3313
- Portugal: from €908 to €2650
- Bulgaria: from €307 to €551
- Italy: from €1367 to €3459
- Greece: from €1018 to €2662

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to see salary differences, visit: https:// www.paylab.com/salary-report or https:// www.europol.europa.eu/salary-calculators; www. salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Nurse

Pharmaceutical

Occupational therapist

Medical doctor

Physical education

10. Useful links

Useful international links:

World Confederation for Physical Therapists

American Physical Therapists Association

Useful national links:

- Bulgaria:

The Association of Physiotherapists in Bulgaria

- Greece:

The Greek association of Physiotherapists

- Italy:

Italian Association of Physiotherapists (AIFI)

Italian Federation of Physiotherapists

- Portugal:

Portuguese Physiotherapists Association

- Spain:

Official General Counsel of Physiotherapists

11. Role models

International Role Model:

Emma Stokes

National Role Models:

- Bulgaria:

Prof. Troicho Troev

- Italy:

Fabio Morbidini

- Portugal:

Antonio Gaspar

- Spain:

Fernando Ramos Gómez

1. HEALTH SCIENCES

1.4. Dentist

Watch the movie in the following link

https://youtu.be/F372kyG1vWk

1. Profile of the profession

A dentist is a professional who deals with the health of teeth and mouth. He/she carries out the prevention, diagnosis and therapy activities of congenital and acquired diseases and anomalies of teeth, mouth, jaw bones, temporo-mandibular joints and related tissues. He/she applies treatment techniques and procedures, prevents physical, chemical and microbiological infections and applies pain control techniques related to dental treatments to carry out the therapeutic plan. He/she uses a wide range of equipment, including X-ray machines, drills, mouth mirrors, probes, forceps, brushes and scalpels.

2. Main activities

The main activities carried out by a dentist are:

a) making models and measurements for dental appliances and dentures;

b) repairing or removing cracked or fractured teeth;

c) removing tooth decay and filling cavities;

d) straightening teeth for correcting closure problems;

e) examining X-rays of teeth, gums, jaws and neighbouring areas for problems;

f) educating patients in oral hygiene techniques;

g) administering anaesthetics to preventing patients from experiencing pain during procedures;

h) writing prescriptions for antibiotics or other drugs.

3. Fields of application

Oral Surgery

Dentists deal with: aesthetic-functional problems with the face and facial skeleton and dental problems that require surgery in the maxillary region, mandibular, oral floor, tongue, lips, major salivary glands and chewing and mimicking muscles|; tooth extractions; dental implantology; dental root smoothing; increase in bone thickness; bone regenerations and devitalization; gingival grafts; removal of dental cysts and oral cancers.

Orthodontics

Dentists deal with: cranio-facial disharmonies, malocclusions, dental malposition, bruxism, dizziness or sense of instability, tinnitus and any type disturbances in the mouth opening or closing; restoring the normal and correct functioning of the stomatognathic apparatus, through therapeutic means suitable for the correction of these anomalies.

Pediatric Dentistry

Dentists deal with: diagnosis and treatment of pathologies, syndromes and diseases that primarily affect the child's anatomical dental system such as carious pathology, tooth erosion or oral cavity anomalies through a specific clinical and psychological professional preparation, that allows the dentist to treat even very young children by virtue of an approach that aims to establish a relationship of trust and collaboration.

4. Work environment

Public bodies:

Hospitals, primary care centres, municipal institutions and community support services.

Private facilities:

Private clinics, companies, sport contexts, artistic and musical institutions and investigation centres.

5. Work schedules

Public bodies

Oral surgeons, orthodontists and paediatric dentists working in hospitals, nursing homes or other health care facilities may also have evening or weekend shifts.

Private bodies

Oral surgeons, orthodontists and paediatric dentists working in professional practice may be able to set their own working hours and/or decide to carry out their activities even during non-working hours.

6.1 Skills and abilities

Customer orientation

Detail orientation

Communication and verbal skills

Organization skills

Problem-solving skills

Observation skills

6.2 Personal characteristics

Reliability

Self-control/stress management

Determination

Patience Dexterity

Logic and analytical thought

6.3 Interests and preferences

Interest in anatomy, histology, physiology and human pathology

Interest in biological, bio-molecular and behavioural sciences

Interest in patients' needs and health care

Interest in researching, investigating, and increasing the understanding of natural laws

Interest in statistics and applied computing

7. Education and Training

1. Master's degree in dentistry and dental prosthetics

Degree in dentistry and dental prosthetics. This is a six-year course that provides the knowledge and practices for dental rehabilitation, diagnosis and treatment of congenital and acquired diseases and anomalies of the teeth, mouth, jaws, temporo-mandibular joints and related tissues, prescribing all the necessary medicines and aids for the practice of the profession. During the degree course, it is necessary to carry out a practical internship for one month in a surgery department and for one month in a general practitioner with an agreement with the National Health Service.

To access this degree course in Europe, it is necessary to pass a test that requires adequate preparation in problem-solving, computer science, general culture, logic, chemistry, biology, mathematics and physics.

2. School of specialization in dentistry or master's degree

After obtaining a degree in dentistry and dental prosthetics, it is possible to enter a postgraduate school of specialization in oral surgery, paediatric dentistry or orthodontics or to extend knowledge and skills by attending a first- and second-level master's.

3. Qualification for the profession and enrolment in the Register of Dentists

It is necessary to take a state exam and then join in the regional Register of Dentists to practise the profession of dentist. The state exam includes two written and oral tests on dental clinical practice and related disciplines (special medical pathology and clinical methodology, special surgical pathology and clinical propaedeutics, general radiology and special dentistry, hygiene and preventive social dentistry with epidemiology) and on dental surgery and related disciplines (conservative dentistry, paradontology, dental prosthetics and orthodontics and gnathology). Without enrolment in the regional register mentioned above, surgeons and dentists cannot practise their activities.

8. Pay

The average monthly salary is:

- Spain: from €1894 to €4093
- Portugal: from €1515 to €3274
- Bulgaria: from €506 to €1511
- Italy: from €2129 to €4939
- Greece: from €1693 to €3737

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Dental hygienist

Surgeon

Dental technician Implantologist

Dental chair assistant

10. Useful links

Useful international links:

The International Association for Dental Research (IADR)

American Dental Association (ADA)

Useful national links:

- Bulgaria:

Ministry of Health

Bulgarian Dental Association

- Greece:

Greek association of Dentists

- Italy:

Italian Society of Orthodontics (SIDO)

National Association of Italian Dentists

- Portugal:

Portuguese Dentist Order

- Spain:

Official General Counsel of Dentists

11. Role models

International Role Model:

Willoughby D. Miller

National Role Models:

- Bulgaria:

Konstantin Yordanov Anastasov

- Greece:

Karantzas Spyros

- Italy:

Giovanni Andrea Della Croce

- Portugal:

Miguel Pavão

- Spain:

Óscar Castro Reino

1. HEALTH SCIENCES

1.5. Veterinarian

Watch the movie in the following link

https://youtu.be/Ld3rOhkftVc

1. Profile of the profession

A veterinarian is a health professional who deals with diagnosis and treatment of animal diseases. He/she does research on animal health, intervenes in the production of animal food, medicine and cosmetic products, and does health inspections for public health protection. Veterinarians treat the injuries and illnesses of pets and other animals with a variety of medical equipment, including surgical tools and X-ray and ultrasound machines.

2. Main activities

The main activities carried out by a veterinarian are:

a) diagnosing and treating animal diseases;

b) doing animal surgeries;

c) research on products (food, medicines, vitamins);

d) intervening in species conservation;

e) evaluating and controlling herd health and reproduction;

f) testing and vaccinating animals against diseases;

g) advising animal owners about general care, medical conditions and treatments;

h) euthanizing animals.

3. Fields of application

Clinical setting: small and big animals

Veterinarians who work in a clinical environment deal with: diagnosis and treatment of small animals, frequently pets, such as cats, dogs, and birds, and big animals on farms, such as cows, pigs, sheep, and horses.

Animal production

Veterinarians deal with: counselling animal producers or animal origin producers on various topics, for example food, nutrition, reproduction, genetic improvement of the species and quality control of products.

Public health

Veterinarians deal with: examination of animals and products of animal origin for public consumption and health inspections in animal lodgings, slaughter, preparation, storage and selling in order to evaluate hygiene conditions to preserve human health.

Industry

Veterinarians deal with: development, testing and production of products for animal use or which have elements of animal origin, for example food, additives, medicines or cosmetics.

4. Work environment

Public bodies:

Public organisms (municipalities), specifically slaughterhouses and health inspections.

Private facilities:

Clinics, hospitals, food industry, pharmaceutic industry and laboratory analysis.

5. Work schedules

Public and private bodies

Veterinarians working in industry environments or other public bodies work full-time during normal working hours.

Veterinarians working in clinics and hospitals work full-time during normal working hours, unless the clinic or hospital has a 24-hour emergency service.

6.1. Skills and abilities

Observation skills

Manual dexterity

Decision-making

Problem-solving

Communication skills

Social and interpersonal skills

6.2. Personal characteristics

Reliability

Responsibility

Empathy

Self-control

Stress-control

Determination

Logic and analytical thought

6.3. Interests and preferences

Interest in animal care

Interest in animal prevention

Interest in ethics

Interest in scientific disciplines

Interest in medicine

Interest in health education

7. Education and training

1. Integrated master's degree in veterinary medicine:

This is a six-year degree that includes five years of theoretical and practical learning. The last year includes nine months of professional training. The objective of the study programme is to respond to the growing global needs in terms of the health and welfare and protection of animals, people in contact with animals and/or consumers of food of animal origin, as well as environmental protection.

2. Enrolment in the Register of Veterinarians

After concluding the higher education period, it is mandatory to register in the "Veterinarians National Association" by filling in a questionnaire with personal data, proof of academic skills, criminal record and professional indemnity insurance.

8. Pay

The average monthly salary is:

- Spain: from €1108 to €2999
- Portugal: from €886 to€ 2399
- Bulgaria: from €339 to €837
- Italy: from €1327 to €3253
- Greece: from €981 to €2631

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to see salary differences, visit: https:// www.paylab.com/salary-report or https:// www.europol.europa.eu/salary-calculators; www. salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Veterinary nurse

Veterinary assistant

Medical doctor Nurse

Zoologist

10. Useful links

Useful international links:

World Veterinary Association

Federation of Veterinarians in Europe

Useful national links:

- Bulgaria:

Bulgarian Veterinary Union

- Greece:

Greek Veterinary association

- Italy:

National Association of Italian Veterinary Doctors (ANMVI)

Italian Association of Hygienist Veterinarians (AIVI)

- Portugal:

Veterinarians Portuguese Order

- Spain:

Spanish Veterinarian Organization

11. Role models

Useful international links:

Evan Antin

Useful national links:

- Bulgaria:

Ignat Emanuilov Igov

- Italy:

Francesca Fiorio

- Portugal:

Henrique Armés

- Spain:

Hector Arias

1. HEALTH SCIENCES

1.6. Psychiatrist

Watch the movie in the following link

https://youtu.be/79lw9F7sbIM

1. Profile of the profession

A psychiatrist is a professional who diagnoses and treats people for mental illnesses, such as dementia, depression, bipolar disorder, eating disorders and schizophrenia. He/she is skilled in recognizing mind and body symptoms to evaluate and assess risk and draw up treatment plans, which may include prescribing medication. A psychiatrist uses a variety of theories and methods to provide treatment including psychotherapy, psychoanalysis, cognitive- behavioural therapy (CBT), and medication.

2. Main activities

The main activities carried out by a psychiatrist are:

a) working directly with patients suffering from a range of mental health problems and providing a good standard of practice and care;

b) assessing and screening patients by conducting psychiatric evaluations, including interviews, medical histories, physical exams, observations and psychological testing;

c) deciding on suitable psychiatric treatment plans for patients, which often include a mix of psychological, medical and social interventions in conjunction with other health professionals;

d) prescribing and administering medications according to diagnosis;

e) advising or informing caregivers, relatives, or significant others of patients' conditions or treatment. Explaining medical procedures or test results to patients or family members;

f) providing crisis intervention as needed;

g) collaborating with a broader team of physicians, psychologists, occupational therapists and nurses in order to assess and adjust treatment plans;

h) preparing official health documents or records. Preparing reports summarizing patient diagnosis or care activities.

3. Fields of application

Clinical psychiatrist

Psychiatrists deal with: assessment, diagnosis, treatment, intervention and prevention of mental illness. Psychiatrists can work in a variety of settings, such as public or private hospitals and clinics, public or private psychiatric institutions and mental health centres, rest homes, insurance organizations, and also as freelancers providing their services in their own office.

Paediatric psychiatrist

Paediatric psychiatrists deal with: assessment, diagnosis, treatment and intervention in special schools and centres for children with intellectual, psychological and physical disabilities, and also for child protection companies in juvenile courts and reformatories in orphanages, therapeutic pedagogical centres, schools' psychological centres and student perception centres, or in other special institutions for children under the supervision of the director of the paediatric psychiatric department of the hospital or medical centre.

Old age

Psychiatrists are specialized in psychiatric illnesses such as dementia, which are common in the 65+ age group, and deal with: assessment, diagnosis, treatment and intervention with this particular population.

Forensic psychiatrist

Forensic psychiatrists deal with: the psychiatric care in prisons and secure hospitals; they perform as expert witnesses in court, assessing and diagnosing suspects; they use techniques such as interviews and questionnaires.

Psychiatry of intellectual disability

Psychiatrists deal with: assessment, diagnosis and intervention with patients who have a learning disability.

4. Work environment

Public bodies:

Healthcare facilities and public hospitals.

Private facilities:

Private health facilities and hospitals, private companies and professional firms.

5. Work schedules

Public and private bodies

Most Psychiatrists, just as other physicians, work full time. Many Psychiatrists work long, irregular, and overnight hours. They may travel between their offices and hospitals to care for their patients. While on call, a Psychiatrist may need to address a patient's concerns over the phone or make an emergency visit to a hospital or nursing home.

6.1 Skills and abilities

Communication and verbal skills

Listening skills

Social and interpersonal skills

Monitoring skills

Leadership skills

Scientific skills

Observations skills

6.2 Personal characteristics

Compassion

Patience

Persuasion

Initiative

Motivation

Logic and analytical thought

6.3 Interests and preferences

Interest in the mental well-being of individuals

Interest in the cure of mental disorders

Interest in understanding mental disorders

Interest in exploring the biological and psychological background of individuals

Interest in understanding the reasons behind the actions of individuals

7. Education and Training

1. Integrated master's degree in medicine:

This is a six-year degree that includes five years of theoretical and practical learning. The sixth year includes professional training. The mission is to train a doctor with a professional profile characterized by a multidisciplinary and integrated vision of health and disease problems, with an education oriented towards the community, the territory, global health challenges and fundamentally towards disease prevention and health promotion and with a humanistic culture in its implications of medical interest.

2. Enrolment in the National Order of Doctors

After concluding the higher education period, it is mandatory to register in the "National Order of Doctors" by giving personal data, proof of academic skills and criminal record. For independent practice, it is obligatory to be approved in a verbal and written exam and also complete 12 months of professional training with the supervision of an adviser. This training can be dispensed with if one has already done other training for postgraduate studies, although this dispensation is subject to approval of the regional council.

3. Speciality Training Programme for Psychiatry

Students must complete a graduate education in a speciality. Depending on the country, the programme runs for a minimum of five years and gives the doctor broad experience in child and adolescent, forensic, general adult and old age psychotherapy or psychiatry of learning disabilities. There will also be opportunities to train in other sub-specialities, including: addictions, eating disorders, neuro-psychiatry, perinatal and social & rehabilitation psychiatry.

8. Pay

The average monthly salary is:

- Spain: from €5246 to €10018
- Portugal: from €4358 to €8324
- Bulgaria: from €2759 to €5270
- Italy: from €6886 to €13151
- Greece: from €4476 to €8548

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Psychologist

Neurologist

Mental health nurse

Occupational therapist

Speech therapist.

10. Useful links

Useful international links:

American Psychiatric Association

Useful national links:

- Bulgaria:

Ministry of Health

Bulgarian Psychiatric Association

- Greece:

Hellenic Psychiatric Association

- Italy:

Italian Psychiatry Society

Italian Society of Psychology and Psychiatry (SIPSI)

- Portugal:

Mental Health and Psychiatry Portuguese Society

- Spain:

Spanish Society of Psychiatrist

11. Role models

Useful international links:

Sula Wolff

Useful national links:

- Bulgaria:

Georgi Kirilov Lozanov

- Greece:

Gourzis Filippos

- Italy:

Vittorino Andreoli

- Portugal:

Nise Da Silveira

- Spain:

Maria Paz Garcia Portilla

1. HEALTH SCIENCES

1.7. Pharmacist

Watch the movie in the following link

https://youtu.be/yFtaxR7ichE

1. Profile of the profession

A Pharmacist is a professional who deals with the composition, properties, effects and uses of drugs and other chemical mixtures to make them available to the public according to medical prescriptions. She/he also may conduct health and wellness screenings, provide immunizations, oversee the medications given to patients, and provide advice on healthy lifestyles. The pharmacist must be able to provide professional advice on cosmetics or parapharmaceuticals. His/her work is to ensure effective medication use and become the people's trusted ally in health issues.

2. Main activities

The main activities carried out by the pharmacist are:

a) reviewing and executing prescriptions checking their appropriateness and legality – compound and dispense medications as prescribed;

b) providing advice to their customers on how and when to take a prescribed medicine and inform them about potential side effects from taking this specific medicine;

c) providing immunizations and other medical services;

d) providing information and advice on medicines, health issues and lifestyle choices;

e) referring patients to physicians or other health professionals and agencies when appropriate;

f) ensuring the proper placement, classification and maintenance of drugs and pharmaceuticals and completing other operational requirements of the pharmacy;

g) performing administrative tasks when needed;

h) overseeing the work of pharmacy technicians and pharmacists in training.

3. Fields of application – Specialities

Clinical (hospital) pharmacists

Clinical pharmacists work in hospitals, clinics, and other healthcare settings, dealing with the direct patient care. Pharmacists deal with: recommendation of medications to give to patients; overseeing the dosage and timing of the delivery of medications; conduction of some medical tests; and offering advice to patients.

Hospital pharmacists

Pharmacists deal with: ordering, quality testing, storage and security of drugs and medicines in hospitals; and assurance of adequate supplies of medicine.

Consultant pharmacists

Pharmacists deal with: advising healthcare facilities or insurance providers on patient medication use or improving pharmacy services; advising patients directly, such as helping seniors manage their prescriptions.

Pharmaceutical Industry Pharmacists

Pharmacists work in areas such as marketing, sales or research and development. Pharmacists deal with: design or conduction of clinical drug

trials; discovery of safe and effective new drugs; development of effective medicines and marketing the finished product to customers; heling to establish safety regulations and ensuring quality control for drugs.

Retail or Community Pharmacists

Pharmacists deal with: supplying prescribed and over-the-counter medicines to the general public in a retail pharmacy (such as a local chemist); and advising customers on the safe use of medicines and possible side effects.

4. Work environment

Public bodies:

Public hospitals and health centres, universities and polytechnics, ministries, public and governmental services and the armed forces (military pharmacist).

Private facilities:

Private hospitals and clinics, pharmacy chains, supermarket pharmacies and the pharmaceutical industry.

5. Work schedules

A pharmacist employed in a private pharmacy works according to the opening hours of the stores. However, she/he is required to work longer hours and weekends or stay overnight some days each month. The shifts, as well as the overnight stays, are regulated and announced by the local pharmaceutical associations.

Working hours of pharmacists who work as researchers in the pharmaceutical industry are determined by the contract and the requirements of their position.

6.1 Skills and abilities

Social and interpersonal skills

Leadership skills

Communication and verbal skills

Analytical and scientific skills

Problem-solving skills

Computer skills Listening skills

6.2 Personal characteristics

Honesty

Efficiency

Responsibility

Patience

Stress control and stress management

Empathy

Reliability

6.3 Interests and preferences

Interest in health protection

Interest in the proper use of medicines

Interest in meeting customer needs

Interest in teamwork

Interest in health education

Interest in chemistry and chemical structures

7. Education and training

1. Bachelor's degree in pharmacy

To become a pharmacist, the degree courses to take the state exam are: a master's degree in pharmacy or a master's degree in pharmaceutical chemistry and technology, both with a five-year duration. The degree course in pharmacy provides the scientific-professional skills necessary for the dispensing, distribution, management and storage of medicines. The course in pharmaceutical chemistry and technology focuses rather on laboratory research and provides multidisciplinary skills necessary to operate in the development, production and control of drugs and other products (e.g. dietary, cosmetics).

2. Professional internship

In order to be admitted to the state examination you must have followed a 6-month internship in a pharmacy or in a hospital pharmacy (in some cases you are also allowed to do half of the internship in a medicine manufacturing company).

3. Qualification for the profession and enrolment in the Register of Pharmacists

It is necessary to take a state exam and then join the regional Register of Pharmacists to practise the profession. The state exam includes one written test, three practice tests and an oral. Without enrolment in the Register of Pharmacists, the professional cannot practice his/her activities.

8. Pay

The average monthly salary is:

- Spain: from €1259 to €3114
- Portugal: from €1007 to €2491
- Bulgaria: from €498 to €1173
- Italy: from €1433 to €3416
- Greece: from €1030 to €3104

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Pharmacy technician

Chemist

Biochemist

Biologist

Medical scientist

10. Useful links

Useful international links:

American Pharmacists Association

International Pharmaceutical Federation

Useful national links:

- Bulgaria:

Ministry of Health

Bulgarian Pharmaceutical Union

- Greece:

Hellenic Pharmacist Society

- Italy:

Italian Society of Hospital Pharmacy and Pharmaceutical Services of Health Authorities (SIFO)

Italian Society of Clinical Pharmacy (SIFAC)

- Portugal:

Portuguese Pharmacist Order

- Spain:

Official Organization of Pharmacist

11. Role models

Useful international links:

Mary Munson Runge

Useful national links:

- Bulgaria:

Pancho Konstantinov Nakashev

- Greece:

Papadopoulos Panagiotis

- Italy:

Archimede Menarini

- Portugal:

Amílcar Celta Falcão

- Spain:

Alfonso Domìniguez-Gil Hurlè

1. HEALTH SCIENCES

1.8. Nurse

Watch the movie in the following link

https://youtu.be/oZgjNiU2lMI

1. Profile of the profession

A nurse is a professional who deals with the care of individuals, families, and communities so they may attain, maintain, or recover optimal health and quality of life. He/she practices in many specialties with differing levels of prescription authority. The nurse provides advice and emotional support to patients and their families.

2. Main activities

The main activities carried out by a nurse are:

a) assessing patients' condition;

b) recording patients' medical history and symptoms;

c) performing physical exams and health histories before making critical decisions;

d) providing health promotion, counselling and education;

e) operating and monitoring medical equipment;

f) administering medications and other personalized interventions;

g) coordinating care, in collaboration with a wide array of health care professionals;

h) explaining what to do at home after treatment.

3. Fields of application

Nurses deal with: direct treatment of patients, carrying out different activities in the work settings; implementation of treatments usually prescribed by medical doctors. As nurses can work in a wide variety of settings, such as hospitals, clinics, pharmacies, home health care centres, senior living communities, offices, and schools, the activities carried out in all these fields can include: assurance that patients take their medicines correctly, measuring blood pressure, controlling diabetes, administrating vaccines and other medicines, and dressing wounds.

4. Work environment

Public bodies:

Public hospitals and health care settings, school and senior living communities.

Private hospitals and clinics, pharmacies, doctor's offices and home health care settings.

5. Work schedules

Public and private bodies

Scheduled shifts may be eight, twelve, or even sixteen hours long and may not follow the traditional pattern of day, evening, and night shifts. Nurses working in specialized units such as surgery, dialysis, and intensive care are often required to be available to work extra hours (on call), in addition to working their regularly scheduled shifts. Twenty-four-hour shifts are becoming more common, particularly in emergency rooms and in units where nurses self-schedule.

6.1. Skills and abilities

Communication and verbal skills

Listening skills

Scientific and mathematical skills

Social and interpersonal skills

Flexibility

Adaptability

6.2. Personal characteristics

Patience

Empathy

Stress control and stress management

Determination

Enhancement of others

Logic and analytical thought

6.3. Interests and preferences

Interest in medicine

Interest in health education

Interest in biology and chemistry

Interest in caring for people

Interest in health protection

7. Education and training

1. Bachelor's degree of science in nursing

This is a three-year degree. It aims to ensure the student an adequate mastery of methods and general scientific content. It is the title that qualifies one for professional practice. The bachelor of science in nursing provides the theoretical frameworks, methodologies and tools to become professionals responsible for nursing (of technical, relational and educational nature). The three years include professional training.

2. Master degree in nursing

For those interested in becoming a specialized nurse, they need to take a master's degree of science in nursing and obstetrics. This course aims to provide students with an advanced level of training for the exercise of highly qualified activities in specific areas and to provide the basis for developing the ability to analyse needs, plan, design and manage interventions, evaluate and do research.

8. Pay

The average monthly salary is:

- Spain: from €896 to €2660
- Portugal: from €716 to €2128
- Bulgaria: from €328 to €673
- Italy: from €1082 to €2926
- Greece: from €826 to €2220

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Midwife

Physiotherapist

Medical assistant

Speech therapist

Radiologist technician

10. Useful links

Useful international links:

International Council of Nurses

Useful national links:

- Bulgaria:

Ministry of Health

Bulgarian Association Of Health Care Professionals

Association of Bulgarian Nurses

- Greece:

Name

- Italy:

National Federation of Nursing Professions Orders

Italian Association of Professional Nurses (AIIP)

- Portugal:

Portuguese Nurse Order

- Spain:

Spanish General Counsel of Nurse

11. Role models

International Role Model:

Florence Nightingale

National Role Models:

- Bulgaria:

Stefana Tomasini

- Greece:

Ministry of Health

- Italy:

Marisa Cantarelli

- Portugal:

Isaura Borges Coelho

- Spain:

Isabel Zendal Gòmez

2. HUMANITIES & SOCIAL SCIENCES

2.1.1. Teacher: Kindergarten

Watch the movie in the following link

1. Profile of the profession

A kindergarten teacher is a professional who works in preschool settings, such as nurseries and kindergartens. He/she follows children from about 4 months until 5 years old, and takes part in their psychomotor, social, emotional and cognitive development. He/she has the support of an educational assistant to carry out the activities in the activity room. A kindergarten teacher has to meet with parents in order to communicate and coordinate each child's development.

2. Main activities

The activities carried out by a kindergarten teacher are:

a) planning and implementing suitable strategies for children's development, considering their age;

b) promoting child development in all its strands: psychomotor (for example: autonomy – eating by him/herself), social (for example: interaction with peers and adults), emotional (for example: identifying and regulating emotions), and cognitive (for example: recognition of letters and numbers);

c) promoting structured (for example: listen to a story and draw about it) and non-structured (free play) activities;

d) organizing the activities room in order to promote children's full development (for example: home area, library, artistic expression, construction and informatics);

e) promoting a good school- family relationship by establishing a clear communication and cooperative relation, and also by encouraging parents' participation in school's activities;

f) designing and following a complete teaching plan;

g) organizing learning material and resources;

h) maintaining open communication with parents.

3. Fields of application

Nursery (from 4 to 24 months old):

Kindergarten teachers working with babies from 4 to 12 months deal with: focusing activities on children's development, such as their motor development (for example: sitting, crawling, walking) and taking care of them because children of this age are very dependent from adults (for example: feeding, changing nappies).

Kindergarten teachers working with babies from 12 to 24 months deal with: focusing activities on children's autonomy in daily activities (for example: going to the bathroom alone, putting on and taking off shoes), developing gross and fine motor skills, and language development.

Kindergarten teachers deal with: daily and close communication with parents, in order for the practices adopted, for example, stopping using nappies, to be common both in school and at home so that this process can be successful.

Kindergarten (from 3 to 5 years old):

Kindergarten teachers working with children aged between 3 and 5 years old deal with: focusing activities in

developing children's psychomotor (for example: picking up a pencil, drawing the human body), social (for example: interacting accurately with peers and adults, following rules), emotional (for example: recognizing their and others' emotions, expressing their emotions accurately) and cognitive skills (for example: recognizing letters and numbers, writing their name) in order to improve their autonomy and prepare them, for example, for the transition to primary school.

4. Work environment

Public bodies:

Public pre-schools (teachers work with children aged from 3 to 5 years old).

Private facilities:

Private facilities with nursery and kindergarten services (teachers work with children aged from 4 months to 5 years old).

5. Work schedules

Public bodies

Kindergarten teachers work full time with normal working hours.

Private bodies

Kindergarten teachers work full time with normal working hours.

6.1. Skills and abilities

Planning skills

Listening skills

Observational skills

Social and interpersonal skills Flexibility

Adaptability

6.2. Personal characteristics

Caring

Availability

Empathy

Reliability

Creativity

Responsibility

Dedication

6.3. Interests and preferences

Interest for children

Interest for recreational activities

Interest for creative work

Interest for teamwork

Interest for moral education

Interest for pedagogy

7. Education and training

1. Degree on Basic Education:

This is a three-year course that includes specific training on the development of children's language, artistic and maths skills, and also on educational psychology. It also includes supervised training periods throughout the course.

2. Master's degree on Pre-school Education:

This is a two-year course that provides training in preschool education specifically. The first year is for specific education, and the second year is for training in a specific environment and is the first experience in the work context.

8. Pay

The average monthly salary is:

- Spain: from €1031 to €2147
- Portugal: from €824 to €1717
- Bulgaria: from €372 to €680
- Italy: from €1144 to €2516
- Greece: from €951 to €1850

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to see salary differences, visit: https:// www.paylab.com/salary-report or https:// www.europol.europa.eu/salary-calculators; www. salaryexpert.com; www.worldsalaries.org; www.erieri. com/salary

9. Similar professions

Primary teacher

Special needs teacher

Psychologist

Social worker

Educational action assistant Educator

Educational consultant

10. Useful links

Useful international links:

National Association for the Education of Young Children

Useful national links:

- Bulgaria:

Ministry of Education and Science

Bulgarian Union of Teachers

- Greece:

Hellenic Scientific Society for Early Childhood Education

- Italy:

Italian Association of Italian Teachers and School Assistants (ADI)

Association of Italian Pedagogues Educators (APEI)

- Portugal:

Portuguese Kindergarten Teachers Association

- Spain:

Teacher Organization

General Counsel of culture and Education

11. Role models

International Role Model:

Anne Sullivan

National Role Models:

- Bulgaria:

Elena Marinova

- Italy:

Maria Montessori

- Portugal:

Delfim Santos

- Spain:

María Guadalupe Ortiz de Landázuri

2. HUMANITIES & SOCIAL SCIENCES

2.1.2. Teacher: Primary school

Watch the movie in the following link

https://youtu.be/TsAtfkOX6Z0

1. Profile of the profession

A primary teacher is a professional who works in school settings. He/she is responsible for teaching the main subjects to all classes: Portuguese, maths and environmental studies. He/she is generally the teacher of the class from the first to the fourth grade. The primary teacher instructs young students in basic subjects in order to prepare them for middle school. He/she helps students understand abstract concepts, solve problems, and develop critical-thinking skills.

2. Main activities

The activities carried out by a primary teacher are:

a) planning and implementing classes and teaching activities;

b) planning school activities and study visits;

c) preparing and applying instruments for student evaluation;

d) supporting children in their process of adaptation to academic life;

e) meeting with parents to give them feedback on their children's learning and adaptation;

f) promoting parents' participation and involvement;

g) teaching students how to interact with others;

h) developing and enforcing classroom rules to teach children proper behaviour.

3. Fields of application

School cluster:

Primary teachers work in small schools that have only the first cycle of basic education and some have also the preschool setting. Primary teachers deal with: teaching letters and numbers; teaching the main numeric operations and reading, among other areas.

Colleges:

Primary teachers who work in colleges usually share the same space with all cycles of basic education, which is frequently in private facilities. Primary teachers deal with: teaching letters and numbers; teaching the main numeric operations and reading, among other areas.

4. Work environment

Public bodies:

Public school clusters (the teacher works only with a group of children aged from 5 to 9 years old).

Private facilities:

Private colleges (the teacher works only with a group of children aged from 5 to 9 years old).

5. Work schedules

Public bodies

Primary teachers have classes during normal working hours on working days. There is some work that has to be done outside normal hours, such as parents' meetings, planning classes and correcting tests.

Private bodies

Primary teachers have classes during normal working hours on working days. There is some work that has to be done outside normal hours, such as parents' meetings, planning classes and correcting tests.

6.1. Skills and abilities

Responsibility

Communication skills

Creativity

Dedication

Planning skills

Flexibility

Leadership

6.2. Personal characteristics

Caring

Availability

Reliability

Cooperation

Empathy

Stress control

6.3. Interests and preferences

Interest for children

Interests in reading and writing

Interest in the subjects of mathematics and literature

Interest for pedagogy

Interest for creative work

Interest for teamwork

7. Education and training

1. Degree in basic education:

This is a three-year course that includes specific training in the development of children's language, artistic abilities and maths, and also in educational psychology. It may include supervised training periods and/or the development of educative projects throughout the course.

2. Master's degree in first cycle of basic education:

This is a two-year course. In the first year it provides training for maths and natural sciences for the second cycle of basic education and carrying out a research project in the education field. The second year is for supervised training in a school environment.

8. Pay

The average monthly salary is:

- Spain: from €1274 to €2537
- Portugal: from €1019 to €2029
- Bulgaria: €357 to €637
- Italy: from €1407 to €2983
- Greece: from €1137 to €2232

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to see salary differences, visit: https:// www.paylab.com/salary-report or https:// www.europol.europa.eu/salary-calculators; www. salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Primary teacher

Special needs teacher

Psychologist

Social worker

Educational action assistant

Educational consultant

10. Useful links

Useful international links:

American Federation of Teachers

Useful national links:

- Bulgaria:

Ministry of Education and Science

Bulgarian Union of Teachers

- Greece:

Ministry of Education

- Italy:

Italian Association of Italian Teachers and School Assistants (ADI)

Association of Italian Pedagogues Educators (APEI)

- Portugal:

Teachers National Association

- Spain:

Teacher Organization

General Counsel of culture and Education

11. Role models

International Role Model:

Anne Sullivan

National Role Models:

- Bulgaria:

Lilia Slavcheva

- Italy:

Maria Montessori

- Portugal:

Delfim Santos

- Spain:

María Guadalupe Ortiz de Landázuri

2. HUMANITIES & SOCIAL SCIENCES

2.1.3. Teacher: Middle/High school

Watch the movie in the following link

https://youtu.be/iyFlBMcdGdw

1. Profile of the profession

A middle/high school teacher is a professional who works in school settings. He/she is responsible for teaching specific subjects to students, such as maths, English, history, physical education, philosophy and others. The middle/high school teacher provides a rigorous learning environment for their students, helping them develop as individuals as well as mastering the subjects they need to succeed.

2. Main activities

The activities carried out by the middle/high school teacher are:

a) planning and implementing classes and teaching activities;

b) planning school activities and study visits;

c) preparing and applying instruments for student evaluation;

d) assuming the role of class headteacher;

e) following students learning process and their integrated development;

f) mediating the relationship between students and other teachers;

g) meeting with parents to discuss students' learning process and results;

h) promoting parents' involvement in school activities.

3. Fields of application

Portuguese and foreign languages: (PT)

Middle/high school teachers have specific training in teaching Portuguese and a foreign language of their choice, for example English, French, German or Latin. Middle/high school teachers deal with: teaching grammar; some of the most important Portuguese language authors, and others.

Math:

Middle/high school teachers have specific training in teaching maths. Middle/high school teachers deal with; teaching numeric operations, equations and geometry, among others.

History:

Middle/high school teachers have specific training in teaching history. Middle/high school teachers deal with: teaching the main events that have happened in the world since the middle ages to the contemporary age.

Physical Education:

Middle/high school teachers have specific training in giving physical education classes. Middle/high school teachers deal with: teaching the rules and techniques of sports played individually such as solo gymnastics and shot put, and sports played in teams such as basketball and handball.

Philosophy:

Middle/high school teachers have specific training in teaching philosophy. Middle/high school teachers deal with: teaching the main philosophical currents since ancient Greece, with the main goal of developing argumentative skills, and critical and ethical thinking.

Physics and chemistry:

Middle/high school teachers have specific training in teaching physics and chemistry. Middle/high school teachers deal with: teaching the laws of physics, the periodic table and doing experiments in the classroom, among others.

Biology and geology:

Middle/high school teachers have specific training in teaching biology and geology. Middle/high school teachers deal with: teaching the composition of cells and organisms and the structure of the planet Earth.

Geography:

Middle/high school teachers have specific training in teaching geography. Middle/high school teachers deal with: teaching the spatial planning of the country and the policies adopted to develop the national territory.

Visual and technological education:

Middle/high school teachers have specific training in giving classes in visual and technological education. Middle/high school teachers deal with: teaching technical drawing materials and their utilization (e.g., ruler, square, compass); the typologies of 2D and 3D representations; and the basic principles of design, architecture and engineering and its methodologies.

4. Work environment

Public bodies:

Public school clusters (teachers work with several different groups of students aged between 10 and 17 years old).

Private facilities:

Private colleges (the teacher has more than one group of students aged between 10 and 17 years old.

5. Work schedules

Public bodies

Middle/high school teachers have classes during normal working hours on working days. There is some work that has to be done outside normal hours, such as parents' meetings, planning classes and correcting tests.

Private bodies

Middle/high school teachers have classes during normal working hours on working days. There is some work that has to be done outside normal hours, such as parents' meetings, planning classes and correcting tests.

6.1. Skills and abilities

Responsibility

Communication and verbal skills

Creativity

Dedication

Planning skills

Flexibility

Listening skills

Social and interpersonal Skills

6.2. Personal characteristics

Availability

Reliability

Cooperation

Leadership

Empathy

Stress control

6.3. Interests and preferences

Interest in reading and writing

Interest in the subjects of mathematics and literature

Interest in pedagogy Interest in teamwork

Interest in helping others to learn

Interest in moral education

7. Education and training

1. Degree in the subject selected

This is a three-year degree that provides the basic and specific training in the subject selected and teaching theories.

2. Master's degree in the subject selected:

This is a two-year course that provides specific training in the subjected selected, teaching theories and methodologies and evaluation. It also includes periods of supervised training in a school environment.

8. Pay

The average monthly salary is:

- Spain: from €1290 to €2646
- Portugal: from €1032 to €2116
- Bulgaria: from €407 to €743
- Italy: from €1428 to €3046
- Greece: from €1188 to €2282

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Primary teacher

Special needs teacher

Kindergarten teacher

Educational consultant

Educational action assistant

Educational assistant

10. Useful links

Useful international links:

American Federation of Teachers

Useful national links:

- Bulgaria:

Ministry of Education and Science

Bulgarian Union of Teachers

- Greece:

Ministry of Education

- Italy:

Italian Association of Italian Teachers and School Assistants (ADI)

Association of Italian Pedagogues Educators (APEI)

- Portugal:

Teachers National Association

- Spain:

Teacher Organization

General Counsel of culture and Education

- Italy:

Maria Montessori

- Portugal:

Delfim Santos

- Spain:

María Guadalupe Ortiz de Landázuri

11. Role models

International Role Model:

Anne Sullivan

National Role Models:

- Bulgaria:

Teodosio Teodosio

2. HUMANITIES & SOCIAL SCIENCES

2.1.4. Teacher: Special Needs

Watch the movie in the following link

https://youtu.be/q6MwoFcZfuA

1. Profile of the profession

A special needs teacher is a professional who works in school settings. He/she works with students who have learning, mental, emotional, or physical disabilities. The special needs teacher adapts general education lessons and teaches various subjects to students with mild to moderate disabilities. He/she also teaches basic skills to students with severe disabilities.

2. Main activities

The activities carried out by a special needs teacher are:

a) working closely with teachers and other professionals (e.g. psychologists) in order to support the development of the individual educational plan;

b) being the intermediary of the health and education professionals, who must know each student's functional level and potential;

c) helping design the individual educational plan;

d) supporting the class council, providing the most adequate strategies and methodologies for each student;

e) adapting general lessons to meet students' needs;

f) developing individualized education programmes for each student;

g) planning activities that are specific to each student's abilities;

h) discussing students' progress with parents, other teachers, counsellors, and administrators.

3. Fields of application

School cluster:

Special needs teachers work in school clusters, which can include all cycles of basic and secondary education. Special needs teachers deal with: drawing up an educative plan for each student with learning disabilities or other disabilities; and intermediating the relationship between the health professionals (e.g., psychiatrist) and teachers in order to develop the most accurate learning strategies for each student.

Colleges:

Special needs teachers work in colleges, which can include all cycles of basic and secondary education. Special needs teachers deal with: drawing up the education plan for each student with learning disabilities or other disabilities; and intermediating the relationship between the health professionals (e.g., psychiatrist) and teachers in order to develop the most accurate learning strategies for each student.

4. Work environment

Public bodies:

Public school clusters (the teacher works with students aged from 6 to 17 years old)

Private facilities:

Private colleges (the teacher works with students aged from 6 to 17 years old).

5. Work schedules

Public bodies

Special needs teachers have classes during normal working hours on working days. There is some work that has to be done outside normal hours, such as parents' meetings and planning classes.

Private bodies

Special needs teachers have classes during normal working hours on working days. There is some work that has to be done outside normal hours, such as parents' meetings and planning classes.

6.1. Skills and abilities

Responsibility

Accuracy

Communication and verbal skills

Social and interpersonal skills

Dedication

Flexibility

Listening skills

6.2. Personal characteristics

Enhancement of others

Availability

Reliability

Cooperation

Trustworthy

Empathy

6.3. Interests and preferences

Interest in reading and writing

Interest in the subjects of mathematics literature

Interest in pedagogy Interest in teamwork

Interests in helping others to learn

Interest in moral education

7. Education and training

1. Degree in basic education:

This is a three-year course that includes specific training in the development pf children's language, artistic abilities and maths, and also educational psychology. It may include supervised training periods and/or carrying out education projects throughout the course.

2. Master's degree in special needs:

This is a two-year course. In the first year, it provides training for inclusive education and intervention strategies in the cognitive and motor domain. The second year is for work projects or a dissertation.

8. Pay

The average monthly salary is:

- Spain: from €1374 to €2922
- Portugal: from €1099 to €2337
- Bulgaria: from €459 to €834
- Italy: from €1535 to €3410
- Greece: from €1285 to €2496

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Primary Teacher

Kindergarten Teacher

Psychologist

Psychiatrist

Pediatrist

Educational Action Assistant

Educational Assistant

Educational Consultant

10. Useful links

Useful international links:

American Federation of Teachers

Useful national links:

- Bulgaria:

Ministry of Education and Science

Center for Inclusive Education

- Greece:

Ministry of Education

- Italy:

Italian Association of Italian Teachers and School Assistants (ADI)

Association of Italian Pedagogues Educators (APEI)

- Portugal:

Teachers National Association

Special Education Teachers National Association

- Spain:

Educaweb

Lectiva

11. Role models

International Role Model:

Anne Sullivan

National Role Models:

- Bulgaria:

Kichka Petrova

- Italy:

Maria Montessori

- Portugal:

Delfim Santos

- Spain:

María Guadalupe Ortiz de Landázuri

2. HUMANITIES & SOCIAL SCIENCES

2.2. Anthropologist

Watch the movie in the following link

https://youtu.be/FYTqSQ4SqVI

1. Profile of the profession

An anthropologist is a professional who deals with the study of human beings as members of diverse groups, communities, cultures and societies, in order to understand and explain history and social/cultural activities from an integral, social, biological and evolutionary perspective. He/she is interested in understanding and explaining why human beings behave the way they do, not as individuals but within a social context, trying to avoid judging.

2. Main activities

The activities carried out by the anthropologist are:

a) planning and conducting social studies;

b) visiting communities and human groups, to collect and study information on cultures and societies, mainly through participant observation and interviews;

c) developing theories and explanations about the patterns of behaviour, in groups, communities and cultures;

d) identifying the values and beliefs orienting practice;

e) explaining the origins, physical features, cultural development, beliefs, languages, practices and use of resources of different human societies;

f) collaborating with government entities, organizations and foundations dedicated to social work;

g) customizing data collection methods according to a particular region, specialty, or project;

h) collecting information from observations, interviews and documents and managing records of observations taken in the field.

3. Fields of application

Social anthropology

Anthropologists deal with: the study of human behaviour and culture, but mainly the structures of social relations, raising different questions such as what kind of relationships occur between generations in one culture and another, or what is the approximate number of friends in contemporary first-world Western society, and what reasons explain these facts.

Cultural anthropology (or ethnology)

Anthropologists deal with: the study of human behaviour from a cultural perspective, that is, they analyse the diverse cultural and symbolic manifestations of different people and societies; knowledge of the symbols that distinguish different cultural expressions. Archaeology, linguistic anthropology and the anthropology of religion, for example, derive from this.

Archaeology

Anthropologists deal with: the study of cultural and social characteristics of humanity in past times; analysis of material produced by human beings through their history, using archaeological excavations as a method.

Biological anthropology (physical anthropology)

Anthropologists deal with: analysis of the

evolution and diversity of human beings in the prehistoric past and in the present, from primates and early hominids to the emergence of Homo sapiens and their subsequent evolution to the present day; understanding how changes through time are related to the lives and cultures of ancient and modern peoples and their adaptations to the environment. It has different subfields: forensic anthropology, palaeoanthropology or genetic anthropology.

Forensic anthropology

Anthropologists deal with: analysis of human remains, either as an academic study or for the purpose of identification in cases of death.

Other sub disciplines

Philosophical anthropology, cognitive anthropology, urban anthropology, developmental anthropology, economic anthropology, political anthropology, anthropology of consumption, organizational anthropology, gender anthropology, anthropology of art, sports anthropology, anthropology of science and technology (techno-anthropology), legal anthropology, educational anthropology.

4. Work environment

Public bodies:

Research institutes of social sciences, universities and city councils (municipalities).

Private facilities:

Private companies and institutions, such as non-governmental organizations, archaeology companies and museums, human resources; for-profit companies

5. Work schedules

Public and Private bodies

Anthropologists work full-time and have usual working hours, except when doing fieldwork in ethnography, archaeology, forensic anthropology or palaeontology, when they adapt to the conditions of the fieldwork.

6.1. Skills and abilities

Intercultural competence

Social and interpersonal skills

Communication and verbal skills

Observation skills

Scientific skills

Flexibility

Adaptability

6.2. Personal characteristics

Curiosity

Observation

Reliability

Entrepreneurship

Enhancement of others

Logic and analytical thought

6.3. Interests and preferences

Interest in understanding how diverse human communities work

Interest in how beliefs and cultures develop

Interest in social activities

Interest in human history

Interest in the evolution pf societies'

Interest in social subjects

7. Education and training

1. Bachelor's degree in anthropology

Usually this is a three-year course that provides training in the theoretical and methodological tradition of anthropology, including subjects such as history, philosophy, human evolution and ethnology, and topics such as globalization, migration, multiculturalism, and complementary training in other social sciences like social psychology or sociology.

2. Master's degree in anthropology

This is a two-year course that usually provides training in a specific area of anthropology, but is sometimes a general training for graduates coming from different bachelor's degrees such as history or biology, depending on the university and the sub discipline covered by the master's course. The first year is for specific education, and in the second year the student must choose between doing training on a specific environment and a report or writing a master's dissertation.

3. PhD in anthropology

This is a three-year course that provides training in a specific area of research in anthropology. A PhD in anthropology provides training in the promotion of good scientific practices with international character, the dissemination of research practices with innovative and internationalizing character, and also provides the ability to teach in higher education. As with any doctorate, the aim is to train researchers (social scientists).

8. Pay

The average monthly salary is:

- Spain: from €1925 to €3341
- Portugal: from €1667 to €2893
- Bulgaria: from €993 to €1723
- Italy: from €1207 to €3274
- Greece: from €1714 to €2975

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net and gross salary for the rest of countries. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Paleontologist

Archeologist

Historian

Sociologist

Evolutionary psychologist

10. Useful links

Useful international links:

European Association of Social Anthropologists

Society for Applied Anthropology (SfAA):

Useful national links:

- Bulgaria:

Association for Culture, Ethnology and Anthropology “Mediator”

Association for Anthropology, Ethnology and Folklore “Ongle”

- Greece:

Anthropological association of Greece

https://www.eleie.gr/el/

- Italy:

Italian Anthropological Association (AAI)

Italian National Professional Association of Anthropology (ANPIA)

- Portugal:

Portuguese Anthropology Association

- Spain:

Spanish Association of Anthropologists

Institute of Anthropology of Madrid

11. Role models

International Role Model:

Bronislaw Malinowski

National Role Models:

- Bulgaria:

Magdalena Elchinova

- Italy:

Ernesto De Martino

- Portugal:

Catarina Marcelino

- Spain:

José Luis Arsuaga

2. HUMANITIES & SOCIAL SCIENCES

2.3. Journalist

Watch the movie in the following link

https://youtu.be/JlWWSGqlCno

1. Profile of the profession

A journalist is a professional who deals with information about the world. He/she works in order to obtain, process, interpret, write and disseminate information about reality, through various means of social communication such as the press, radio, television, or the Internet. A journalist reports on news and politics, as well as on sports, arts and culture, science and business. He/she also covers national and local events, entertainment and human-interest stories.

There are a number of roles within journalism.

2. Main activities

The main activities carried out by the journalist are:

a) being responsible for journalistic organizations in any type of format;

b) carrying out activity by creating journalistic content;

c) managing information through networks;

e) consulting, evaluating and directing communication projects;

f) analysing opinion, political and electoral processes in the media;

g) disseminating thematic content, as a scientific disseminator or scientific journalist;

h) designing journalistic media.

3. Fields of application

Depending on the type of media or format that allows information to be sent, they can be classified as follows:

Written journalism

Journalists deal with: research about the event and writing the news (e.g. in newspapers).

Radio journalism

Journalists deal with: research about the event and spreading it via the radio.

Audio-visual journalism

Journalists deal with: research about the event and talking about it on TV news, television talk shows, news magazines, debates, and others.

Photojournalism

Journalists deal with: collection of photography to present the event and what's known about it.

Multimedia journalism

Journalists deal with: disseminating the event and what's known about it through the Internet.

According to the content of the information they can be classified in:

War journalism

Journalists deal with: covering armed conflicts in the world and providing news of the development of events to the audience from the actual place of the events.

Event journalism

Journalists deal with: narration of events

of interest to the community, such as criminal reporting or political news.

Cultural journalism

Journalists deal with: issues of humanistic and educational interest, usually through in-depth reporting and recent news.

Literary journalism

Journalists deal with topics that are of personal interest to the journalist, and do so through a very personal and very subjective style, making use of expressive resources and poetic license.

Investigative journalism

Journalists deal with: collection of data, digging up information and finding out truths to present to their audience, through reports that provide a lot of information and support around a topic of interest.

Journalism of the heart

Also called the “gossip columns”, journalists deal with: the social lives of celebrities and show business stars.

Sports journalism

Journalists deal with: covering sport events and news and reports on sports of various kinds.

Science journalism

Journalists deal with: exploration of new technological or scientific trends, reviewing information of interest and disseminating science.

Tourism journalism

Journalists deal with: reviewing destinations of interest for the audience, offering information about possible travel and accommodation destinations.

Environmental journalism

Journalists deal with: topics that refer to the relationship between man and the natural environment; they talk about social, economic and political issues that are related to the environment and other aspects such as agriculture, livestock or meteorology.

Economic journalism

Journalists deal with: providing information about facts linked to economic, financial, banking or stock market issues.

Participatory journalism or Journalism 3.0

This is one of the most recent specialities in journalism. Its main objective is that society itself should be in charge of seeking the truth for itself and not acting according to what others think or say. A whole group of people are in charge of collecting information, analysing it and screening it with the clear intention of providing independent, reliable and accurate information. This type of journalism is strongly supported by the digital media, which has helped it to explode.

4. Work environment

Digital communication:

Social networks; marketing and digital campaigns; web content and multimedia.

Media:

television, radio, newspapers, magazines and digital media.

Strategic communication:

Public affairs, media management, event production, communications offices, public relations.

5. Work schedules

A journalist has a schedule like any other professional.

The schedule depends greatly on the news that needs to be covered.

Long, unpredictable hours are common, especially when responding to major incidents. Journalists may be expected to attend evening meetings. Some journalists work shifts, including early starts, nights and some weekends and holidays.

6.1 Skills and abilities

Professional ethics

Independence

Communication and verbal kills

Listening skills

Flexibility

Adaptability

Creative and abstract skills

6.2 Personal characteristics

Responsibility

Creativity

Curiosity

Determination

Extroversion

Sociability

Empathy

Objectivity

6.3 Interests and preferences

Interest in knowledge

Interest in writing

Interest in current affairs

Interest in understanding social, political, and economic issues

Interest in investigating and verifying the reliability of the information

7. Education and training

1. Professionalizing Internship

This is an 18-month internship at a newspaper editorial office. To begin an internship, the student must be hired as a trainee in the office. In addition, it is necessary to attend one of the preparation courses, lasting a minimum of 45 hours, promoted by the National Council or Regional Councils of journalists

2. Journalism school

As an alternative to internship, you can choose to attend a journalism school lasting 2 years. To access the courses, it is necessary to have a bachelor’s degree, master’s degree or specialist degree obtained in any discipline.

3. Qualification for the profession and enrolment in the Register of Journalists

It is necessary to take a state exam and then join the regional Register of

Journalists. The state exam includes a written and oral test. Without enrolment in the Register of Journalists, journalists cannot practise their activities.

8. Pay

The average monthly salary is:

- Spain: from €1158 to €2690
- Portugal: from €926 to €2152
- Bulgaria: from €371 to €866
- Italy: from €1299 to €3130
- Greece: from €978 to €2512

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Interviewer

Reporter

Publisher

Corporate communications specialist

Editor

10. Useful Links

Useful international links:

Education

International Federation of Journalists

Useful national links:

- Bulgaria:

Bulgarian Journalists Union

- Greece

Athens Journalist's Union

- Italy:

National Council of the Order of Journalists

Italian National Press Federation

- Portugal:

Professional Journalist Commission

- Spain:

Spanish Organization of Journalists

11. Role models

International Role Model:

Oprah Winfrey

National Role Models:

- Bulgaria:

Denislav Borisov

- Greece:

Chatzinikolaou Nikos

- Italy:

Enzo Biagi

- Portugal:

José Saramago

- Spain:

Jordi Évole

2. HUMANITIES & SOCIAL SCIENCES

2.4. Sociologist

Watch the movie in the following link

https://youtu.be/LCkxfeCfSD8

1. Profile of the profession

A sociologist is a professional who studies and analyses relationships between individuals who live in the same community. He/she looks for pick up social phenomena and studies their transformations, trying to understand and characterize the current circumstances. A sociologist studies society and social behaviour by examining the groups, cultures, organizations, social institutions, and processes that develop when people interact and work together.

2. Main activities

The activities carried out by a sociologist are:

a) studying and analysing phenomena of social relationships established between individuals and/or groups;

b) collecting and analysing data from surveys, questionnaires and other kinds of instruments in order to understand certain phenomena and produce scientific knowledge;

c) carrying out professional training with employees in a company;

d) studying consumer behaviour for a company in order to support their marketing strategy;

e) supporting the development of cultural, social, education and health policies;

f) designing research projects to test theories about social issues;

g) preparing reports, articles, or presentations detailing their research findings

h) collaborating with and advising other social scientists, policymakers, or other groups on research findings and sociological issues.

3. Fields of application

Companies and organizations

Sociologists deal with: management of human resources; professional training; inclusion of technology in work dynamics; studying customer behaviour; and supporting the company's public relationships.

Education and research

Sociologists deal with: teaching and researching at universities; making polls, market studies, statistics and data analyses; and consulting.

Public administration and social policies

Sociologists deal with: designing projects to fight poverty and social exclusion or for multicultural intervention; defining education and school administration policies; and defining hospital administration and employment policies.

Local and regional development

Sociologists deal with: regional and local planning and urban intervention; local animation; civil protection; urban rehabilitation; and the environment.

Culture and communication

Sociologists deal with: creating cultural policies; cultural management; cultural animation, business communication; and editorial activities.

4. Work environment

Public bodies

Universities, autarchies and education facilities.

Private bodies

Private companies and institutions.

5. Work schedules

Public bodies

Sociologists work full-time and have normal working hours. In a typical work week as a sociologist, you can expect to work more than 40 hours per week.

Private bodies

Sociologists work full-time and have normal working hours.

6.1. Skills and abilities

Mathematical skills

Data analysis

Leadership skills

Communication and verbal skills

Observation skills

Problem-solving skills

6.2. Personal characteristics

Logic and analytical thought

Cooperation

Versatility

Determination

Entrepreneurship

Reliability

6.3. Interests and preferences

Interest in knowing how society works

Interest in social relationships and social activities

Interest in the evolution of societies

Interest in social subjects (history, geography)

Interest in resolving social problems

7. Education and training

1. Degree in sociology:

This is a three-year course that provides training in research methods and techniques and social intervention, learning about the main analysis made of contemporary societies, training in the main aspects of professional practice of a sociologist, and also complementary training in other social sciences.

2. Master's degree in sociology:

This is a two-year course that provides training in a specific area of sociology, such as labour and organizations sociology, exclusion and social policies, and sociology and the labour economy. The first year is for specific education, and in the second year the student must choose between doing training in a specific environment and writing a report or writing a dissertation.

3. PhD in sociology:

This is a three-year course that provides training in a specific area of sociology, such as cities and urban cultures, labour relationships, social inequalities and syndicalism, and economic and organizations sociology. A PhD in sociology provides training in promoting good scientific practices of an international nature, the dissemination of research practices of an innovative and international nature, and also provides the ability to teach in higher education.

8. Pay

The average monthly salary is:

- Spain: from €1886 to €3257
- Portugal: from €1813 to €3165
- Bulgaria: from €14993 to €26179
- Italy: from €31429 to €54877
- Greece: from €22390 to €54877

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Political scientist

Anthropologist

Historian

Human resources manager

Psychologist

10. Useful links

Useful international links:

International Sociology Association

Useful national links:

- Bulgaria:

Bulgarian Sociological Association

- Greece:

Hellenic Sociological Society

- Italy:

Italian Sociologists Association (ASI)

National Association of Sociologists (ANS)

- Portugal:

Portuguese Sociology Association

- Spain:

Spanish Official Organization of Sociologists

11. Role models

International Role Model:

National Role Models:

- Bulgaria:

Prof. Georgi Fotev

- Italy:

Franco Ferrarotti

- Portugal:

Ana Drago

- Spain:

Manuel Castells

2. HUMANITIES & SOCIAL SCIENCES

2.5. Social Worker

Watch the movie in the following link

https://youtu.be/xdDgpZqL93k

1. Profile of the profession

A social worker is a professional who helps people cope and solve problems in their everyday lives. He/she promotes the autonomy and improvement of personal and social resources of citizens. A social worker connects people with institutions and local associations (neighbourhood, volunteer associations). He/she turns to citizens, institutions and the social context in which he/she operates. A social worker works within a network of relationships that allows him/her to be aware of the resources clients need.

2. Main activities

The main activities carried out by the social worker are:

a) identifying people who need help;

b) assessing clients' needs, situations, strengths, and support networks to determine their goals;

c) developing plans to improve their clients' well-being;

d) helping clients adjust to changes in their lives and cope with challenges such as illness, divorce, or unemployment, adopting a child or being diagnosed with a terminal illness;

e) researching and refer clients to community resources, such as food stamps, child care, and health care;

f) responding to crisis situations such as child abuse;

g) helping clients get resources that will improve their well-being;

h) following up with clients to ensure that their situations have improved;

i) evaluating services provided to ensure that they are effective;

3. Fields of application

Child and family social worker

Social workers deal with: protection of vulnerable children and helping families in need of assistance; helping parents find services, such as child care, or apply for benefits, such as food stamps; intervening when children are in danger of neglect or abuse; helping the adoption process, locating foster families, or working to get families back together

School social worker

Social workers deal with: developing plans and strategies to improve students' academic performance and promoting social development as well as working to reduce aggressive behaviour, bullying, or frequent absences from school with teachers, parents, and school administrators.

Healthcare social worker

Social workers deal with: helping patients to understand their diagnosis and make the necessary adjustments to their lifestyle, housing or health care; helping people make the transition from the hospital back to their homes and communities; providing information on services, such as home healthcare or support groups, to help patients manage their illness or disease; helping doctors and other healthcare professionals to understand the effects that diseases and illnesses

have on patients' mental and emotional health.

Geriatric Social Worker

Social workers deal with: helping senior citizens and their families find services, such as programmes that provide older adults with meals or with home health care; providing information about assisted living facilities or nursing homes or working with older adults in those settings; helping clients and their families make plans for possible health complications or where clients will live if they can no longer care for themselves.

Hospice and palliative care social worker

Social workers deal with: helping patients adjust to serious, chronic, or terminal illnesses; providing and finding services such as support groups or grief counsellors to help patients and their families cope with the illness or disease

Medical social worker

Social workers deal with: helping patients and their families in the hospitals by linking patients with resources in the hospital and in their own community; helping medical staff to create discharge plans; making referrals to community agencies; facilitating support groups or conducting follow-up visits with patients once they have been discharged.

4. Work environment

Child and Family Social worker

Public bodies:

Government programs, local programs, institutions, municipalities, health districts, correctional facilities, medical and psychiatric services.

Private facilities:

Child welfare agencies, family, communities, listening centres, family homes, foundations, NGOs, rehabilitation centres, foundations.

Clinic Social Worker

Public bodies:

State and local governments, military bases, hospitals, correctional facilities, medical and psychiatric services, services for drug addicts, health districts

Private facilities:

Insurance companies, community mental health clinics, substance abuse clinics, therapeutic communities, rehabilitation centres, foundations.

School Social Worker

Public bodies:

Schools, colleges and universities

Private facilities:

Private nursery schools, colleges and universities

Healthcare social worker/ geriatric social worker/ hospice and palliative care social worker/ medical social workers

Public bodies:

Hospitals, primary care settings, clinics, nursing homes, health districts

Private facilities:

Community mental health clinics, substance abuse clinics, private nursing homes, rehabilitation centres, therapeutic communities

5. Work Schedules

Public and private bodies

Social workers working in community mental health clinics and in therapeutic communities have normal working hours. In some cases, social workers may work part-time as independent consultants in such facilities.

Social workers working in the professional practice can set their own working hours to satisfy clients who may have needs dictated by work or family activities.

6.1 Skills and abilities

Compassion

Interpersonal skills

Listening skills

Organizational skills

Problem-solving skills

Scientific and mathematical skills

Time management skills

6.2 Personal characteristics

Empathy

Patience

Perceptiveness

Dependability

Communication

Organization

Critical thinking

6.3 Interests and preferences

Interest in helping and persuading other people

Interest in assisting, serving, counselling, or teaching other people

Interest in influencing or motivating other people

Interest in societal well-being Interest in family problems

7. Education and training

1. Degree of science of social services

This is a three-year course that provides basic knowledge of the skills necessary to prevent and treat social disease in all its dimensions and to identify and coordinate resources that can be used for this purpose. In Italy, during the course of study, in order to get the degree, students have to attend a professional internship and after passing the state exam, it is possible to qualify as a type B social worker. Alternatively, the three-year graduate can choose to continue training by enrolling in a master's degree course in social services and social policies.

2. Master's degree in social services and social policies

This is a two-year course of study that provides training that offers students in-depth knowledge about disciplines of social service and social policies. It is different from the three-year course because it fosters the acquisition of case assessment, interventions and social policies skills.

3. Professionalizing Internship

In Italy, after obtaining a master's in social services and social policies, a professional practical internship is required, which is a pre-entry into the working context, aimed at acquiring professional knowledge and skills and implemented in a direct relationship with experienced social workers. Usually, it is "external" to the university because it is carried out in public (e.g. institutions, municipalities, health districts, local programmes) and private (e.g. therapeutic communities, private schools, insurance companies, community mental health clinics, substance abuse clinics, rehabilitation centres, foundations) structures and services or professional social service studies outside the university.

4. Qualification for the profession and enrolment in the Register of Social Workers

In Italy, it is necessary to take a state exam and then join the regional Register of Social Workers to practise the profession of social worker. The state exam includes two written tests (about theory and methods of planning, organization and management of social services and the evaluation of a case) and an oral test (discussion of written tests, internship, legislation and professional ethics). Without enrolment in the Register of Social Workers, social workers cannot practise their activities.

8. Pay

The average monthly salary is:

- Spain: from €1555 to €2569
- Portugal: from €1244 to €2055
- Bulgaria: from €783 to €1349
- Italy: from €2346 to €3966
- Greece: from €1786 to €2999

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. All salaries refer to gross salaries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Community worker

Family, marriage and related counsellors Adoption counsellor

Addiction/substance abuse counsellor

Clinical, counselling, and school psychologist

Educational counsellor

10. Useful links

Useful international links:

International Federation of Social Workers

The International Association Of Schools Of Social Work

Useful national links:

- Bulgaria:

Federation of Social Associations in Bulgaria

- Greece:

General Confederation of Greek Workers

- Italy:

National Council of the Order of Social Workers

National Association of Social Workers

- Portugal:

Social Service Workers Association

- Spain:

Spanish Official Organization of social worker

11. Role models

International Role Model:

Jane Addams

National Role Models:

- Bulgaria:

Denitsa Doichinova

- Italy:

Paolina Tarugi

- Portugal:

Maria João Pena

- Spain:

Catalina Escobar Restrepo

2. HUMANITIES & SOCIAL SCIENCES

2.6. Philosopher

Watch the movie in the following link

https://youtu.be/DddpekZvN3Zs

1. Profile of the profession

A philosopher is a professional who studies and reflects on vital human problems and has a broad vision of the world and the resolution of the big questions of human beings that are almost absolutely unsolvable, such as right and wrong, truth and falsehood, the nature of reality, society and knowledge. His/her activities are connected with the deepest aspects of supposed human nature. A philosopher aspires to three goals: to analyse a theory of the world and of its knowledge, to explain from experience of life and to establish connections with the practical world, that is, with truth, morality, politics, beauty and values.

2. Main activities

The main activities carried out by the philosopher are:

a) teaching;

b) advising in any field (private company, government, agencies schools, etc.);

c) doing academic research;

d) working as writer, publisher or editor and critic in a media, magazine or publishing companies;

e) dealing with the interpretation of texts (universities, public research centres, private university, foundations, NGOs, etc.);

f) working in public policy;

3. Fields of application

Epistemology

This is a discipline that studies how scientific knowledge is generated and validated. Philosophers deal with: analysis of precepts that are used to justify scientific data, considering the social, psychological and even historical factors that come into play.

Philosophy of science

Unlike the above field, this faces the problem of the nature of science and the philosophical problems that it raises, in a way that we can call institutionalized and direct, since it understands science as a dynamic process that has historical and sociological aspects, whose subject is the community of scientific researchers.

Philosophy of law

The task of political philosophy is to reflect rationally, systematically and critically on phenomena related to politics. Philosophers deal with: normative questions and radical questions that arise from the various political realities; and with topics such as the values of freedom, equality, the virtues of the different political regimes or the ideal of justice.

Political philosophy

Philosophers deal with: the issues of the pollical life of human beings; the principles of justification of political power and its origin, nature and purpose; the obligations of a society's members. The main issue of political philosophy is how to implement and limit political power to maintain survival and improve quality of human life.

Philosophy of language

Philosophers deal with: the study of everything related to language, specifically: the phenomena immersed in truth, meaning, reference, translation, and learning; the creation of language, thought, and experience; use of language, also known as pragmatics, communication and interpretation, all these starting from a linguistic sense.

Logic

This is the science that exposes the laws, ways and forms of the propositions in relation to their truth or falsity. Philosophers deal with: the study of the structure or forms of human thought (such as propositions, concepts, and reasoning) to establish valid laws and principles to obtain criteria of truth.

Ethics

This is the philosophical discipline that studies good and evil and its relationships with morals and human behaviour. In the professional world, it is referred to as professional ethics and can appear contained in the deontological codes that regulate a professional activity. Deontology is part of what is known as normative ethics and presents a series of principles and rules of mandatory compliance.

Aesthetic

The study of the nature of beauty and the perception of human beings, which is why it is related to art. The main aesthetic values are beauty, balance, harmony, tragedy and horribleness. Philosophers deal with: study of the essence of beauty and perception of the beauty of art.

Metaphysics

The part of philosophy that deals with being, its principles, its properties and its first causes. This implies not only the observation of reality, but also the reformulation of certain key concepts to think about our way of being in the world. Metaphysics studies being, existence, reality, object, subject, time, and even space. And perhaps it is the deepest and most abstract speciality of philosophy.

4. Work environment

Teacher

Public bodies:

Universities, colleges, secondary education schools, adult education centres.

Private facilities:

Private university, private college, private secondary education, adult education centres, private academies, foundations, NGOs.

Researcher

Public bodies:

Universities, public research institutions.

Private facilities:

Private companies, professional firms, consulting and business companies, etc.

Advisor or consulting

Private facilities:

Corporate identity departments, strategic and operational business professional companies, coordination and advice in the design of departments' research plans, political parties, etc.

Writer, publisher or editor

Private facilities:

Publishing companies for books magazines, newspapers, TV, media, etc.

Interpretation of texts

Public bodies:

Universities, public research centres.

Private facilities:

Private university, foundations, NGOs, etc.

Public policy

Public bodies:

Public institutions to aspire as counsellor, public relations director, official, politician, mayor or even minister.

Private facilities:

Banks and private companies. As a banker, accountant, foreign service officer, retail management.

5. Work Schedules

Public and private bodies

Philosophers who work in colleges, institutes or universities may work full-time during normal working hours. In some cases, philosophers work part-time.

Philosophers who work as independent consultants in private companies can work full time and, in some cases, as freelancers and also be available to travel.

Philosophers working in research or editorial practice may set their own working hours and/or decide to carry out their activities even outside of working hours, given the lengthy period of research or writing.

6.1 Skills and abilities

Communication and verbal skills

Observation skills

Scientific skills

Abstract skills

Creative and abstract skills

6.2 Personal Characteristics

Logic and analytical thought

Persuasion

Determination

Global vision of a matter

Initiative

Attention to detail

6.3 Interests/Preferences

Interest in reasoning about the world around them

Interest in nurturing other sciences and disciplines as is the case of science.

Interest in not settling for any kind of response.

Interest in ethics and morality.

Interest in teaching people and solving existential problems and moral dilemmas

7. Education and Training

1. Degree in philosophy

This is a four-year course of study that provides basic knowledge of critical thinking, the ability to form and present a clear and well-reasoned argument, the capacity to deal with multiple viewpoints and to discern which is most valid, what it is at the core of a matter and what is important, and being able to differentiate between what is valid and what is not. To access this in Europe, it is necessary to have finished the bachelor's course. After this degree, it is possible to do a professional internship.

2. Master's degree in philosophy

This is a one-year advanced postgraduate degree that provides a speciality that allows a significant research portion, during which a thesis project is conducted under supervision and publications are guaranteed. The master's degree course in philosophy also enables students to acquire adequate skills for the design and conduct of research activities in the various areas of philosophy and to assess their effectiveness. The most important fields are epistemology, philosophy of science, philosophy of law, political philosophy, philosophy of language, logic, ethics, aesthetics and metaphysics.

3. Master's degree in teaching

In some countries of Europe, it is a one-year, advanced postgraduate degree that provides a speciality that allows people to teach at secondary and bachelor's level. This master's degree in teaching meets an important need for highly qualified professionals who want to perform their role in secondary schools, for which they must develop a series of communication skills, as well as learning about the employment of the teaching resources with which to support their classes. A professional practical internship is required and training for 3-4 months in which a thesis project is conducted under supervision.

4. PhD in philosophy

This is the highest university degree that is conferred after a 4-6-year course programme of study by universities in most countries. Those studying for a doctorate are usually required to produce original research that expands the boundaries of knowledge, normally in the form of a thesis or dissertation, and defend their work against experts in the field. This doctorate in philosophy allows the student to work in universities.

8. Pay

The average monthly salary is:

- Spain: from €1290 to €2646
- Portugal: from €1032 to €2116
- Bulgaria: from €407 to €743
- Italy: from €1428 to €3046
- Greece: from €1188 to €2282

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

School and career advisor

Librarian

Social worker

Politician

Teacher

10. Useful links

Useful international links:

Teaching philosophy in Europe and North America

PhD Programs in Education in Europe 2020

Useful national links:

- Bulgaria:

Bulgarian Philosophical Society

- Greece:

Hellenic Philosophy Society

- Italy:

Italian Philosophical Society (SFI)

Association of Philosophical Professionals Practices

- Portugal:

Portuguese Philosophy Association

- Spain:

Official Organizational of Professors (Philosophy section)

11. Role models

International Role Model:

René Descartes

National Role Models:

- Bulgaria:

Tzvetan Todorov

- Greece:

Kontos Paul

- Italy:

Benedetto Croce

- Portugal:

Agostinho da Silva

- Spain:

María Zambrano

2. HUMANITIES & SOCIAL SCIENCES

2.7. Lawyer

Watch the movie in the following link

https://youtu.be/RIn-pwhr8PU

1. Profile of the profession

A lawyer is a professional who advises and represents individuals, businesses, and government agencies on legal issues and disputes. He/she represents one of the parties in a criminal or civil trial by presenting evidence and arguing in support of his/her client. A lawyer also works for federal, state, and local governments to file a lawsuit, or charge, against an individual or corporation accused of violating the law. He/she is a certified professional who advises and represents natural and juristic persons in legal matters.

2. Main activities

The main activities carried out by the lawyer are:

a) advising and representing clients in court, before government agencies, and in private legal matters;

b) communicating with clients, colleagues, judges, and others involved in the case;

c) conducting research and analysis of legal problems;

d) interpreting laws, rulings, and regulations for individuals and businesses;

e) presenting facts in writing and verbally to their clients or others, and arguing on behalf of their clients;

f) preparing and filing legal documents, such as lawsuits, appeals, wills, contracts, and deeds;

g) advising clients on legal matters;

h) counselling clients about their legal rights and obligations and suggesting courses of action in business and personal matters.

3. Fields of application

Prosecutor and lawyer

A prosecutor and attorney deals with: advising on all legal matters; drafting legal documents; representing clients before administrative institutions and courts; prosecuting and pleading in higher courts. A prosecutor and attorney deals with: litigating on behalf of clients and advising them on all legal issues; studying legal cases, statuses and previous court decisions related to a particular case; collecting evidence of defence or legal action by speaking with clients and witnesses to clarify the facts of the case; evaluating results and developing strategies and arguments in preparation for case presentation; representing clients in court or pleading in higher court instances; acting as an accuser on behalf of the government; settling agreements on matters involving legal disputes; development of draft laws and government regulations on the basis existing legislation; preparation of legal documents such as contracts, real estate transactions property, wills and legal opinions.

Judge

A judge presides over criminal and civil cases in the courts. A judge deals with: presiding over processes and hearings; interpretation and application of procedural rules and deciding on admissibility of evidence; determination of the rights and obligations of the parties

concerned; advising the jury on legal issues that are applicable on a case-by-case basis; evaluating and taking into account evidence in litigation; deciding whether a person is guilty or innocent; determination of the degree of responsibility of the accused or the defendant; sentencing a convicted person in a criminal case; determination of the damages or other measures in civil proceedings as well as issue court orders; and studying legal issues and providing written comments on them.

General lawyer

A general lawyer deals with: providing legal advice on personal, business and administrative issues; preparation of legal documents and contracts; organization of the transfer of property; and determination of violent death by investigation.

4. Work environment

Public bodies:

Universities, courts, law libraries, legal offices, public institutions, state and local government, notaries, prisons and hospitals.

Private facilities:

Law firms, private companies, notaries.

5. Work schedules

Public bodies

Attorneys working on salary usually have set work schedules.

Private bodies

The hours for lawyers in private practice will vary, depending on how much research they conduct and how many clients they have to meet with.

6.1. Skills and abilities

Communication and verbal skills

Time management skills

Research skills

Detail oriented

Creativity Judgement

Business skills

6.2. Personal characteristics

Stress management

Flexibility

Reliability

Logic and analytical thought

Loyalty

Adaptability

Discretion

Entrepreneurship

6.3. Interests and preferences

Interest in legislation

Interest in investigation

Interest in problem-solving

Interest in the areas of thought and persuasion

Interest in the truth

7. Education and training

1. Master's degree in law

The master's degree in law is a five-year course of study that aims to help students acquire knowledge of the legal system in its multiple articulations of domestic, international and European Union law.

2. Professional internship

After obtaining a master's degree in law, a 18-month professional practical internship is required, which is a pre-entry into the working context, aimed at acquiring professional knowledge and skills and implemented in a direct relationship with experienced lawyers. During the internship, it will be ideal for the future lawyer to participate in the drafting of court documents. To become a lawyer, the trainee must attend at least 20 hearings of his superior for each semester, making a note of his presence in the minutes of the hearing and in the file booklet. After six months of internship, the future lawyer can also attend the hearings alone.

3. Qualification for the profession and enrolment in the Register of Lawyers (Section A)

It is necessary to take a state exam and then join the regional Register of Lawyers to practise the profession of lawyer. The state exam includes a written test and an oral test. Without enrolment in the Register of Lawyers, lawyers cannot practise their activities.

8. Pay

The average monthly salary is:

- Spain: from €1426 to €4517
- Portugal: from €1140 to €3613
- Bulgaria: from €469 to €1344
- Italy: from €1505 to €4768
- Greece: from €1234 to €3621

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net and gross salary for the rest of countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Judge

Court Clerk or Bailiff

Mediator

Legal cashiers

Work for an MP or political organization

10. Useful links

Useful international links:

Council of Bars and Law Societies of Europe (CCBE)

Useful national links:

- Bulgaria:

Ministry of Justice

Union of Lawyers in Bulgaria

- Greece:

Association of Greek Lawyers

http://www.eanda.gr/

- Italy:

National Forensic Council

National Forensic Association

- Portugal:

Portuguese Lawyers Order

- Spain:

Spanish Organization and Counsels of law

- Italy:

Giulia Bongiorno

- Portugal:

Francisco Sá Carneiro

- Spain:

Fernando Vives Ruiz

11. Role models

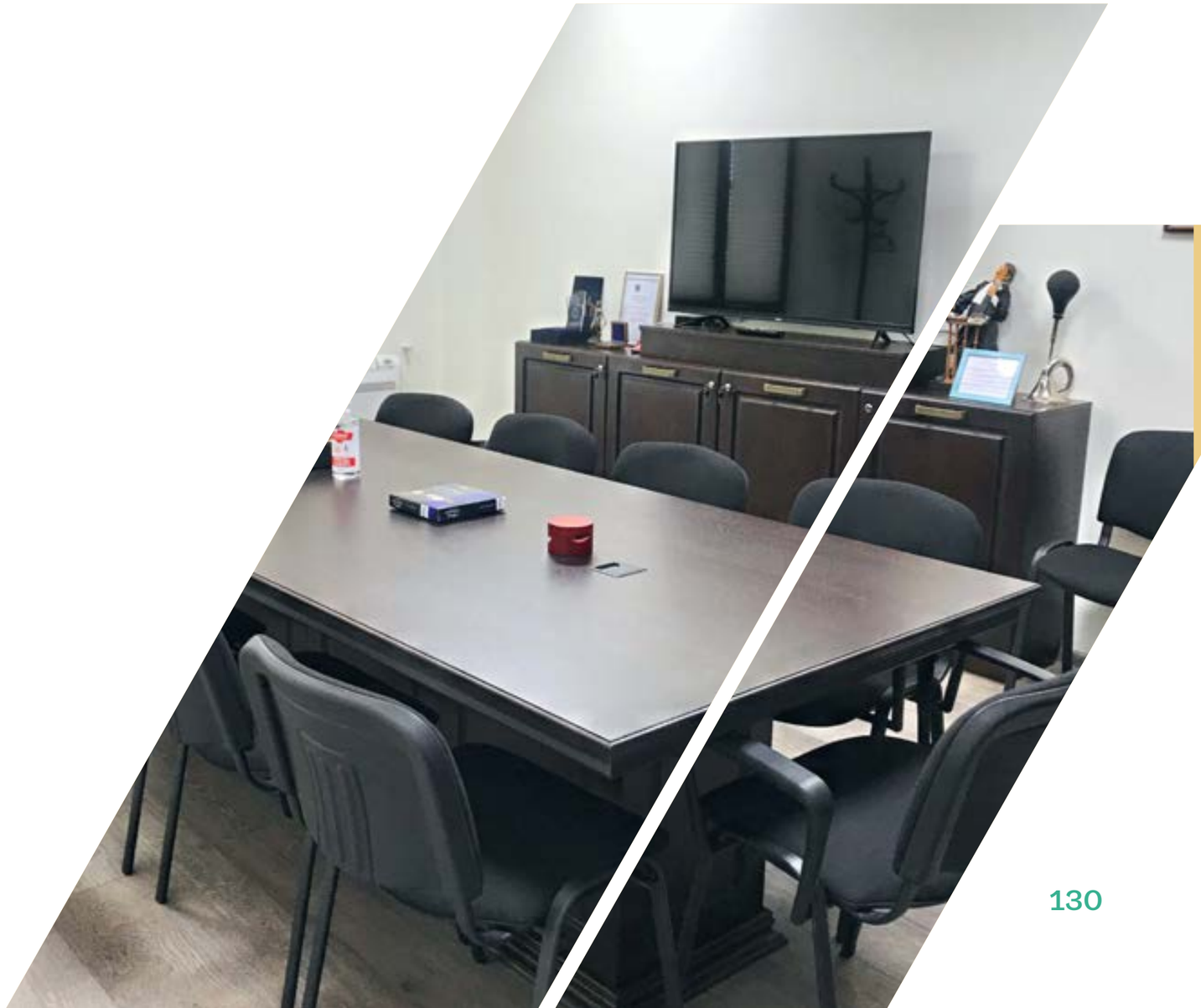
International Role Model:

David M. Friedman

National Role Models:

- Bulgaria:

Kristian Takov



3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.1. Civil Engineer

Watch the movie in the following link

https://youtu.be/KVt1Vw9HCew

1. Profile of the profession

A civil engineer is a professional who deals with planning, study, designing, supervision, construction and maintenance of public and private infrastructure projects and systems. He/she deals with building constructions, roads, airports, ports, bridges, tunnels and dams, as well as plumbing, environmental protection, flood control, sewerage treatment and irrigation projects. A civil engineer works in planning, design, construction, research and education.

2. Main activities

The main activities carried out by a civil engineer are:

a) consulting with clients, government officials, contractors and other professionals on the requirements of each project;

b) deciding if a proposed construction and development sites are suitable;

c) analysing long-range plans, survey reports, maps, and other data to plan and design projects;

d) preparing the technical study, which specifies the whole course of construction of the projects, based on the regulations and the current legislation;

e) selecting the appropriate materials for the construction of the project;

f) compiling the budget by composing a technical report, so that their study can be approved;

g) determining the construction site layout and the construction methods to be followed;

h) supervising construction to ensure structures are built correctly.

3. Fields of application

Civil engineers can work as freelancers in their own technical office dealing with planning and designing building constructions and infrastructure projects; as executives of technical construction companies; as industry executives working in the fields of statics and material durability; as transport engineers in transport, traffic and road construction projects in the appropriate ministries and public services; as hydraulic engineers in environmental projects, as well as in irrigation, ports, flood control, sewerage treatment and hydroelectric projects; as teachers in technical schools, vocational high schools or polytechnic institutions.

Civil engineers usually specialize in one of the following areas:

Construction engineering

Civil engineers deal with: construction project management, ensuring that it is scheduled and built in accordance with plans and specifications; design of safety temporary structures used during construction; and overseeing the budgetary, time management, and communications aspects of a project.

Environmental engineering

Civil engineers deal with: development of solutions to environmental problems using engineering, biology, and chemistry, for example ensuring drinking water is safe, waste is properly disposed of, and

air and waterways are free of pollutants.

Geotechnical engineering

Civil engineer deal with: assurance that foundations built for objects ranging from streets and buildings to runways and dams are solid; a focus on how structures built by civil engineers, such as buildings and tunnels, interact with the earth (including soil and rock); and designing and planning for slopes, retaining walls and tunnels.

Hydraulic or water resources engineering

Civil engineers deal with: design and construction of hydraulic and marine projects; management of water resources; and design of projects related to the treatment and disposal of liquid, solid and gaseous waste.

Structural Engineering

The Civil Engineer deals with: design and assessment of major projects, such as buildings, bridges, or dams, to ensure their strength and durability.

Fire engineering

Civil engineers deal with: advising people on how to apply fire safety features to buildings so that they meet the legal requirements of every country; and design features to help keep people and property safe in the event of a fire.

Transportation engineering

Civil engineers deal with: planning, design, operation and maintenance of everyday systems, such as streets and highways; and planning larger projects, such as airports, ship ports, mass transit systems and harbours.

4. Work environment

Public bodies:

Public administration, government office buildings or facilities and public companies.

Private facilities:

Private companies, engineering companies, construction companies and architectural offices.

5. Work schedules

Public and private bodies

Civil engineers typically work full time, although most of them work more than 40 hours per week. Engineers who direct projects may need to work extra hours to monitor and promote progress on the projects, to ensure that designs meet requirements, and to guarantee that deadlines are met.

6.1 Skills and abilities

Decision-making skills

Problem-solving skills

Mathematical and computational ability

Organizational ability

Time management skills

Technical, space and volume perception

Negotiating and collaboration skills

6.2 Personal characteristics

Perspicacity

Responsibility

Conscientiousness

Organization

Analytical thinking

Creativity

6.3 Interests and preferences

Interest in mathematics, physics and science

Interest in promoting the technical development of society

Interest in designing functional structures

Preference for activities that relate to the man-made achievements rather than natural environment

Interest in research

7. Education and training

1. Degree in civil engineering

The didactic activities of the degree course in civil engineering include theoretical lessons with a basis in mathematics and applied physics. It is important for engineers to develop good skills in civil design and construction techniques. During the early years of undergraduate studies, the student will learn to apply mathematics and scientific knowledge (particularly in physics) to real-life situations and problems that arise from designing, constructing and maintaining structures. At its core, civil engineering is a combination of many scientific specialisms, including mechanics, hydraulics, geotechnics, materials science and statistical analysis.

2. Master's degree in civil engineering

This is a two-year course that provides training allowing the acquisition of the most up-to-date technical-professional skills that the labour market today requires with reference to the construction sector, civil networks and infrastructures, and civil settlements in the territory.

3. Qualification for the profession and enrolment in the Register of Engineers

It is necessary to take a state exam and then join the regional Register of Engineers. The register of engineers is divided into a section A (engineer) and a section B (junior engineer), depending on whether the candidate holds a master's degree or a bachelor's degree. The state exam includes two written tests (one characterizing the field of enrolment and another based on subjects characterizing the degree class/disciplinary field corresponding to the specific training course), one oral test (relating to the subjects covered by the written tests and in legislation and professional ethics) and one practical design test (related to the subjects characterizing the degree class/disciplinary scope corresponding to the specific training course and provides for the creation of a graphic work). The order in which tests will be carried out is not necessarily the same for all universities.

8. Pay

The average monthly salary is:

- Spain: from €1161 to €4021
- Portugal: from €928 to €3216
- Bulgaria: from €438 to €1201
- Italy: from €1339 to €4529
- Greece: from €1169 to €3348

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Civil engineering technician

Construction manager

Environmental engineer

Mechanical engineer

Urban and regional planner

10. Useful links

Useful international links:

Institution of Civil Engineers

Useful national links:

- Bulgaria:

Union of Engineers in Bulgaria

Union of Civil Engineers in Bulgaria

- Greece:

Technical Chamber of Greece

- Italy:

National Council of Engineers

National Society of Professional Engineers (NSPE)

- Portugal:

Engineers National Order

- Spain:

Spanish Official Organization of engineers

11. Role models

International Role Model:

Emily Warren Roebling

National Role Models:

- Bulgaria:

Georgi Kolchakov

- Greece:

Zacharatos Grigoris

- Italy:

Pier Luigi Nervi

- Portugal:

António Madeira Segadães Tavares

- Spain:

Javier Manterola

3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.2. Environmental Engineer

Watch the movie in the following link

https://youtu.be/MG7WqGuZngM

1. Profile of the profession

An environmental engineer is a professional who uses the principles of engineering, soil science, biology, and chemistry to develop solutions to environmental problems. He/she is involved in efforts to improve recycling, waste disposal, public health, and water and air pollution control. The environmental engineer also addresses global issues, such as unsafe drinking water, climate change, and environmental sustainability.

2. Main activities

The main activities carried out by an environmental engineer are:

a) preparing, reviewing, and updating environmental investigation reports;

b) designing projects leading to environmental protection, such as water reclamation facilities, air pollution control systems, and operations that convert waste to energy;

c) obtaining, updating, and maintaining plans, permits, and standard operating procedures;

d) providing technical support for environmental remediation projects and for legal actions;

e) analysing scientific data and doing quality-control checks;

f) monitoring the progress of environmental improvement programmes;

g) inspecting industrial and municipal facilities and programmes to ensure compliance with environmental regulations;

h) advising corporations and government agencies about procedures for cleaning up contaminated sites.

3. Fields of application

Water project manager

Environmental engineers deal with: planning, modelling and designing projects such as water treatment facilities, distribution systems, pump stations, storage units and reservoirs; and wastewater treatment facilities, collection systems, and lift stations.

Environmental health and safety director

Environmental engineers deal with: development, implementation and administration of health, safety and environmental programmes to ensure compliance with regulatory and corporate policies.

Environmental engineering consultant

Environmental engineers deal with: advising corporations, organizations and government entities; use of different metrics, such as air, food, water or soil in order to identify and evaluate problems; and implementation of environmental programmes or ensuring compliance with government regulations.

Green building engineer

Environmental engineers deal with: development or evaluation of energy-related projects or programmes to reduce energy costs or improve energy efficiency during the design, building, or remodelling stages of construction.

4. Work environment

Water Project Manager

Public bodies:

Public administration, public construction sites, public companies, provinces and regions.

Private facilities:

Industries, construction sites, companies, wastewater treatment facilities.

Environmental health and safety director

Public bodies:

Control and supervisory bodies of the public administration, firefighters, civil protection, certification bodies, public construction sites, public companies, provinces and regions.

Private facilities:

Industries, construction sites, companies, banks, insurance facilities, associations.

Environmental engineering consultant

Public bodies:

Public administration, public construction sites, public companies, provinces and regions.

Private facilities:

Factories, associations, industries, construction sites, companies.

Green building engineer

Public bodies:

Public administration, public construction sites, public companies, provinces and regions.

Private facilities:

Industries, construction sites, companies

5. Work schedules

Public and private bodies

Environmental engineers work in a variety of settings because of the nature of their tasks. When working with other engineers and urban and regional planners, environmental engineers are likely to be in offices. When they are carrying out solutions through construction projects, they are likely to be at construction sites. Most environmental engineers work full time. Those who manage projects often work overtime to make sure that deadlines are met and that the project is built according to specifications.

6.1 Skills and abilities

Communication and verbal skills

Scientific and mathematical skills

Problem-solving skills

Project management skills

Observation skills

Abstract skills

Writing skills

6.2 Personal characteristics

Social responsibility Openness

Imagination

Self-control/stress management

Determination

Entrepreneurship

Logic and analytical thought

6.3 Interests preferences

Interest in researching, investigating and increasing the understanding of natural laws

Interest in working with information and processes to keep things arranged in orderly systems.

Interest in working with tools and machines, and making or fixing practical things

Interest in mathematics and physics
Interest in environmental protection

7. Education and training

1. Degree in environmental engineering

The didactic activities of the degree course in civil and environmental engineering include theoretical lessons with a basis in mathematics and applied physics. It is important for engineers to develop good skills in civil design and construction techniques. The subjects most oriented to the study of the environment are hydraulics and topography. There are face-to-face lessons and technical-practical laboratory lessons to develop the ability to provide the student with the necessary skills to approach the labour market.

2. Master's degree in environmental and territorial engineering

This is a two-year course that provides a training allowing the preparation of graduates who are experts in the design, management and control of interventions and/or activities aimed at protecting and restoring the quality of the environment, protecting the soil and managing the transformation of the territory.

Master's graduates in environmental and territorial engineering acquire professional skills which are mainly focused on the ability to "conceive and design", in addition to those of "control and management" of systems of governance and monitoring of the environment and territory. They also possess general knowledge relating to their professional and ethical responsibilities, contemporary contexts, business realities and business culture. Finally, they must be able to use at least one language of the European Union other than Italian and have adequate knowledge that allows the use of IT tools, necessary in the specific field of competence and for the exchange of general information.

3. Qualification for the profession and enrolment in the Register of Engineer

It is necessary to take a state exam and then join the regional Register of Engineers. The register of engineers is divided into a section A (engineer) and a section B (junior engineer), depending on whether the candidate holds a master's degree or a bachelor's degree.

The state exam includes two written tests (one characterizing the field of enrolment and another based on subjects characterizing the degree class/disciplinary field corresponding to the specific training course), one oral test (related to the subjects covered by the written tests and in legislation and

professional ethics) and one practical design test (related to the subjects characterizing the degree class/ disciplinary scope corresponding to the specific training course and provides for the creation of a graphic work).

The order in which tests will be carried out is not necessarily the same for all universities.

8. Pay

The average monthly salary is:

- Spain: from €1290 to €3990
- Portugal: from €1100 to €3820
- Bulgaria: from €685 to €2362
- Italy: from €1550 to €4940
- Greece: from €980 to €3370

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www. salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Agricultural Engineer

Chemical Engineer

Natural Sciences Manager

Environmental Scientist

Climate Change Analyst

10. Useful links

Useful international links:

International Association of Engineers (IAENG)

American Association of Engineering Societies (AAES)

Useful national links:

- Bulgaria:

Union of Engineers in Bulgaria

Union of Civil Engineers in Bulgaria

- Greece:

https://www.enveng.gr/

https://www.enveng.tuc.gr/el/archi

- Italy:

National Council of Engineers

National Society of Professional Engineers (NSPE)

- Portugal:

Environmental Engineering Portuguese Association

Engineers National Order

- Spain:

Spanish Official Organization of environment engineers

11. Role models

International Role Model:

Marc Edward

National Role Models:

- Bulgaria:

Atanaska Nikolova

- Greece:

- Italy:

Aurelio Misiti

- Portugal:

Valdemar J. Rodrigues

- Spain:

Pedro Arrojo

3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.3. Electronic Engineer

Watch the movie in the following link

https://youtu.be/r6OZ_M5wmL8

1. Profile of the profession

An electronic engineer is a professional who designs and develops electronic equipment, such as broadcast and communications systems, from portable music players to global positioning systems (GPS), information technology (IT) and information and communications technology (ICT). He/she also works in areas closely related to computer hardware. He/she utilises a variety of different types of electronic components from the more traditional analogue components to digital electronic components, microprocessors and microcontrollers as well as programmable logic devices.

2. Main activities

The main activities carried out by an electronic engineer are:

a) designing electronic components, software, products, or systems for commercial, industrial, medical, military, or scientific applications;

b) analysing customer needs and determining electrical system requirements, capacity, and costs to develop a system plan;

c) developing maintenance and testing procedures for electronic components and equipment;

d) evaluating systems and recommending design modifications or equipment repair;

e) inspecting electronic equipment, instruments, and systems to make sure they meet safety standards and applicable regulations;

f) planning and developing applications and modifications for electronic properties used in parts and systems to improve technical performance;

g) collaborating with other specialists and experts;

h) designing and managing equipment.

3. Fields of application

Software developer

Software developers deal with: creation of codes for websites, platforms, IT structures and testing them for the market.

IT Consultant

Information technology (IT) consultants deal with: helping companies to choose the most suitable information technology solution from the thousands of existing ones to meet a specific need or achieve a goal.

Designer of Inverters and Electric Motors

Designers of inverters and electric motors deal with: designing and drawing the motor circuits for air conditioning, heating or electrical equipment.

Embedded Software/Firmware Engineer

Embedded software or firmware engineers deals with: development and testing of software for controlling the operation of electronic systems.

System engineer

Systems engineers deal with: providing solutions for electronic circuits and systems especially in IT, ICT and according to the needs of the sector or the company.

4. Work environment

Public bodies:

Public administration, federal government, postal services, public transports

Private facilities:

Telecommunications, industries, engineering services, manufacturing companies, electromedical companies, multinational electronics hardware companies, aeronautics, railways, transports.

5. Work schedules

Public and private bodies

He/she typically works a standard, full-time schedule, although overtime work is sometimes required to meet deadlines.

Depending on their location, electronic engineers may work in modern comfort or in hot, cramped, or dusty places. He/she may spend time at a desk developing designs, planning budgets, and preparing project schedules. However, electronic engineers spend a lot of time moving around overseeing the work of electricians, scientists, computer programmers, and other engineers. They may also spend time out of their own workplace meeting with clients, collecting information, and studying equipment.

6.1 Skills and abilities

Social and interpersonal skills

Flexibility-adaptability

Observation skills

Communication and verbal skills

Innovation

Scientific and mathematical skills

Teamworking skills

Problem-solving skills

6.2 Personal characteristics

Reliability

Self-control

Stress management

Determination

Concentration

Entrepreneurship

Logic and analytical thought

6.3 Interests preferences

Interest in working with tools and machines

Interest in making or fixing practical things

Interest in researching, investigating and increasing the understanding of natural laws

Interest in mathematics and physics

Interest in informatics

7. Education and training

1. Degree in computer and electronic engineering

The didactic activities of the degree course in computer and electronic engineering provide highly qualified technological knowledge and skills for the fields of electronic engineering and computer engineering, which are in wide demand by the world of work. These skills, together with those of the automation engineering and telecommunications engineering sectors are fundamental in the ICT (information and communications technology) area of industry and services. The course therefore includes a general training course that is completed in the last year with four curricular options oriented to the above-mentioned sectors: automation, electronics, informatics, and telecommunications.

2. Master's degree in electronic engineering

This is a two-year course that trains professionals with a rich scientific background, to be able to work on several levels, from the study of the single component to the development of complex systems. The application fields include automotive, energy, biomedical, automation, communications, measurement and photonics. The wide range of courses with laboratory guarantees effective training. The large number of examinations available allows students to expand knowledge of specific topics in the field of electronics, and to address issues characteristic of other information disciplines, obtaining a multidisciplinary preparation.

3. Qualification for the profession and enrolment in the Register of Engineers

It is necessary to take a state exam and then join the regional Register of Engineers. The register of engineers is divided into a section A (engineer) and a section B (junior engineer), depending on whether the candidate holds a master's degree or a bachelor's degree.

The state exam includes two written tests (one characterizing the field of enrolment and another based on subjects characterizing the degree class/disciplinary field corresponding to the specific training course), one oral test (related to the subjects covered by the written tests and in legislation and professional ethics) and one practical design test (related to the subjects characterizing the degree class/disciplinary scope corresponding to the specific training course and provides for the creation of a graphic work).

The order in which tests will be carried out is not necessarily the same for all universities.

8. Pay

The average salary for month is:

- Spain: from €1289 to €2901
- Portugal: from €1031 to €2320
- Bulgaria: from €380 to €841
- Italy: from €1483 to €3122
- Greece: from €1136 to €2414

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Aerospace Engineer

Architectural and Engineering Manager

Computer Hardware Engineer

Electricians

Electrical and Electronics Engineering Technician

10. Useful links

Useful international links:

International Association of Engineers (IAENG)

American Association of Engineering Societies (AAES)

Useful national links:

- Bulgaria:

Union of Engineers in Bulgaria

Union of Electronics, Electrical Engineering and Communications

- Greece:

Technical Chamber of Greece

- Italy:

National Council of Engineers

National Society of Professional Engineers (NSPE)

- Portugal:

Engineers National Order

- Spain:

Spanish Official Organization of electronic engineers

Colegio Oficial Ingenieros industrials

11. Role models

International Role Model:

Jeff Bezos

National Role Models:

- Bulgaria:

Angel Angelov

- Greece:

Moustakas Konstantinos

- Italy:

Giuseppe Colombo

- Portugal:

- Spain:

Guillermo_González_Camarena

3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.4. Computer Engineer

Watch the movie in the following link

https://youtu.be/wAsbENb6Uaw

1. Profile of the profession

A computer engineer is a professional who applies the fundamentals of computing, electronics and telecommunication sciences to automatize information processing. He/she has comprehensive knowledge in all informatics fields, such as hardware, electronics, robotics, systems and programming language. A computer engineer is frequently part of teams with professionals from various IT fields, like technicians and software developers.

2. Main activities

The activities carried out by a computer engineer are:

a) planning and building computers;

b) creating systems that integrate hardware and software;

c) producing machines and equipment;

d) implementing, analysing and projecting informatics systems;

e) managing multiple computer languages;

f) implementing algorithms on security maintenance;

g) focusing on computer networks for transmission of data and multimedia;

h) working on the interface between different pieces of hardware and striving to provide new capabilities to existing and new systems of products.

3. Fields of application

Coding, cryptography and information

Protection

Computer engineers working in this area are specialized in computer network security and deal with: use of mathematical algorithms and software tools to develop new methods for protecting information (such as digital images and music) and copyright infringement.

Communications & wireless networks

Computer engineers working in this area are specialized in wireless communications, involving all aspects of transmitting and receiving information over the wireless spectrum and deal with: studying telecommunication and wireless systems; modelling and design of effective techniques in wireless environments; error control coding techniques; multiple access techniques; and mobility and resource management in wireless networks.

Compilers & operating systems

Computer engineers working in this area are specialized in developing compilers and operating systems and deal with: development of new operating systems architecture; program analysis techniques; and new techniques to assure operative systems quality.

Computational science & engineeringv

Computer engineers working in this area are specialized in applying computational methods to formulate and solve complex mathematical problems in engineering and physical and social science and deal with: development, for example, of aircraft design and radar detection systems.

Computer networks, mobile computing, and distributed systems

Computer engineers working in this area are specialized in building integrated environments for computing, communication and information access and deal with: development of shared-channel wireless networks; adaptive resource management in multiple systems; and they improves the quality of service in mobile and ATM environments.

Computer Systems: Architecture, Parallel Processing & Dependability

Computer engineers working in this area deal with: research on projects that allow for high-performance computer systems (for example: designing processors for multi-threading and parallel processing); development of new theories, algorithms and other tools that add performance to computer systems; CPU design; cache hierarchy layout; memory organization; and load balancing.

Computer vision & robotics

Computer engineers working in this area deal with: development of sensing technology to sense, represent and manipulate an environment; use of three-dimensional information gathered to perform multiple tasks, such as improved human modelling; image communication; human computer interfaces; and devices such as special-purpose cameras with versatile vision sensors.

Embedded systems

Computer engineers working in this area are specialized in designing technology for enhancing the speed, reliability and performance of systems, such as automated vehicles, automated transportation systems and human- robot coordination to repair equipment in space and deal with: system-on-chip design; architecture of edge computing; and the internet of things.

Integrated circuits, VLSI design & testing, CAD

This field requires adequate knowledge of electronics and electric systems. Computer engineers working in this area deal with: enhancing the speed, reliability and energy efficiency of next-generation VLSI (very-large-scale integrated) circuits and microsystems, such as, for example, reducing the power consumption of VLSI algorithms and architecture.

Signal image & speech processing

Computer engineers working in this area are specialized in developing improvements in human-computer interaction, such as speech recognition and synthesis, medical and scientific imaging, or communication systems and deal with computer vision development such as recognition of human facial features.

4. Work environment

Public bodies

Ministries, for example, the Ministry of Internal Administration, the Ministry of Education or the Ministry of Health.

Private bodies

Software development organizations; ecommerce corporations (eBay, Amazon); organizations that handle big data (Google, Facebook); vehicle manufacturing corporations (BMW, Bugatti); electronic corporations (Intel, Samsung); telecommunication companies; televisions; FM radios; banking sectors; and security companies.

5. Work schedules

Public bodies

Computer engineers work full-time and have normal working hours.

Private bodies

Computer engineers work full-time and have normal working hours. Some companies work 24 hours a day so there is the possibility of having night shifts.

6.1. Skills and abilities

Technical skills related to programming languages

Analytical and mathematical skills

Objective orientation

Problems solving skills

Communication skills

Mathematics skills

6.2. Personal characteristics

Quick thinking

Initiative

Responsibility

Curiosity

Creativity

Insight

6.3. Interests preferences

Interest in technology and multimedia

Interest in solving practical and realistic problems

Interest in software, programming and artificial intelligence

Interest in mathematics and physics
Interest in informatics

7. Education and training

1. Integrated Master's Degree on Electrotechnical and Computer Engineering

This is a five-year course that provides specific training in electrotechnical and computer engineering with theoretical and practical knowledge. The fifth year includes the development of a dissertation to present to a jury.

2. Qualification for the profession and enrolment in the Register of Engineers

It is necessary to take a state exam and then join the regional Register of Engineers. The register of engineers is divided into a section A (engineer) and a section B (junior engineer), depending on whether the candidate holds a master's degree or a bachelor's degree. The state exam includes two written tests (one characterizing the field of enrolment and another based on subjects characterizing the degree class/disciplinary field corresponding to the specific training course), an oral test (related to the subjects covered by the written tests and in legislation and professional ethics) and one practical design test (related to the

subjects characterizing the degree class/ disciplinary scope corresponding to the specific training course and provides for the creation of a graphic work).

The order in which tests will be carried out is not necessarily the same for all universities.

3. PhD in electrotechnical and computer engineering

This is a four-year course that includes at least one year of specific training in electrotechnical and computer engineering knowledge, and the remaining years is for developing a PhD thesis. The PhD provides the possibility of teaching at universities.

8. Pay

The average monthly salary is:

- Spain: from €870 to €4690
- Portugal: from €1280 to €4060
- Bulgaria: from €380 to €841
- Italy: from €1950 to €5750
- Greece: from €1070 to €3414

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. For more information and to verify salary differences, visit: https://www.paylab.com/ salary-report or https://www.europol.europa.eu/salary-calculators; www. salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Computer programmer

Electrical engineer

Software developer

System analyst

Videogame designer/developer

10. Useful links

Useful international links:

Association of Computer Engineers and Technicians

European Federation of Engineers

Useful national links:

- Bulgaria:

Technical University Sofia

Union of Engineers in Bulgaria

- Greece:

Technical Chamber of Greece

- Italy:

National Council of Engineers

National Society of Professional Engineers (NSPE)

- Portugal:

Engineers National Order

Technicians Engineers National Order

- Spain:

Spanish Official Organization of computer engineers

11. Role models

International Role Model:

Cristina Fonseca

National Role Models:

- Bulgaria:

Milena Lazarova

- Greece:

Panaretou Ioannis

- Italy:

Luigi Dadda

- Portugal:

Mário A.T. Figueiredo

- Spain:

Louis Falcòn

3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.5. Chemical Engineer

Watch the movie in the following link

https://youtu.be/TFrqplLHqbk

1. Profile of the profession

A chemical engineer is a professional who deals with a combination of science and engineering. He/she uses principles chemistry, physics, mathematics, biology, and economics to efficiently use, produce, design, transport and transform energy and materials. A chemical engineer works with the utilization of nanotechnology and nanomaterials in the laboratory to large-scale industrial processes that convert chemicals, raw materials, living cells, microorganisms, and energy into useful forms and products.

2. Main activities

The main activities carried out by a chemical engineer are:

a) using chemistry and engineering to turn raw materials into usable products, such as medicine, petrochemicals and plastics in large-scale, industrial settings;

b) selecting optimal production methods and plant equipment to minimize costs and maximize safety and profitability;

c) being involved in equipment upgrades, process changes, troubleshooting, and daily operations in either full-time or consulting roles;

d) conducting tests and monitoring the efficiency of processes during the production process of new products;

e) providing projects for the development of new and similar production research technologies;

f) creating safety instructions for those who are working with hazardous chemicals;

g) design and layout of equipment;

h) estimating the production costs for management.

3. Fields of application

Chemical engineers are involved in many aspects of plant design and operation and deal with: safety and hazard assessments; process design and analysis; model and control engineering; chemical reaction engineering; nuclear engineering; biological engineering; construction specification; and operating instructions.

4. Work environment

Public bodies:

University (research to create better and safe methods for production, pollution control and resource conservation); public companies.

Private facilities:

Pharmaceuticals, food and drink industries; chemical industry; fertilizer industry (pesticides, herbicides, caustic soda, speciality chemicals); energy industry; waste and water treatment companies, environmental regulations and recycling; major minerals industries (such as alumina/aluminium, steel, copper, lead and gold); petrochemicals industry; oil rigs.

5. Work schedules

Public and private bodies

Chemical engineers work in places like laboratories, processing plants, engineering design offices, corporate

head offices and research institutions.

Mostly chemical engineers work standard hours, but from time to time they may be required to meet demanding deadlines

– especially when there is an important project to get off the ground. Chemical engineers may sometimes even need to be on call 24 hours a day. Some may work shifts during the commissioning of new plants.

6.1. Skills and abilities

Mathematics and physics skills

Science and technology skills

Chemical skills

Design skills

Analytical thinking

Attention to detail

6.2. Personal characteristics

Responsibility

Self-control and stress management

Patience

Consistency

Entrepreneurship

Curiosity

6.3. Interests and preferences

Interest in mathematics and chemistry

Interest in the formulation and construction of new projects

Interest in research

Interest in plant and equipment management

Interest in the development of new materials in food, pharmaceutical and cosmetics fields

7. Education and training

1. Degree in chemical engineering

This is a three-year course and represents the first level of a training path that continues with the master's degree in chemical engineering. The training of the chemical engineer goes from the skills of the chemical industry to the processing technologies of the manufacturing industry and environmental protection activities. The aim of the course of studies is to train a professional who is able to provide cutting-edge solutions to meet the needs of society: energy, environment, safety, chemical, formulation and process industry, process design from the molecular level to the industrial scale.

2. Master's degree in chemical engineering

This is a two-year course that trains a high-level professional figure responsible for the conception, research, design, planning, development, management and control of complex systems, processes and services in of chemical engineering and related areas.

3. Qualification for the profession and enrolment in the Register of Engineers

It is necessary to take a state exam and then join the regional Register of Engineers. The register of engineers is divided into a section A (engineer) and a section B (junior engineer), depending on whether the candidate holds a master's degree or a bachelor's degree.

8. Pay

The average monthly salary is:

- Spain: from €1537 to €2851
- Portugal: from €1270 to €3740
- Bulgaria: from €339 to €1002
- Italy: from €1789 to €3436
- Greece: from €1253 to €2743

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Chemist

Biotechnologist

Molecular biologist

Materials engineers

Genetic consultants

10. Useful links

Useful international links:

The Institution of Chemical Engineers

https://www.icheme.org/

Useful national links:

- Bulgaria:

Union of Chemists in Bulgaria

- Greece:

Name

https://www.chemeng.ntua.gr/

- Italy:

National Council of Engineers

National Society of Professional Engineers (NSPE)

- Portugal:

Engineers National Order

- Spain:

Spanish Official Organization of Chemical Engineers

11. Role models

International Role Model:

Robert Langer

National Role Models:

- Bulgaria:

Detchko Pavlov

- Italy:

Giulio Natta

- Portugal:

Belmiro de Azevedo

- Spain:

Fidel Mato Vázquez

3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.6. Software Developer

Watch the movie in the following link

https://youtu.be/4rqlmammfHQ

1. Profile of the profession

A software developer is the professional who deals with computer programs, developing applications that allow people to do specific tasks on a computer or other devices and developing the underlying systems that run the devices or control networks. He/she works in identifying, designing, installing and testing software systems. A software developer can create internal programs that can help businesses be more productive and efficient to produce systems that can be sold on the open market. Additionally, many software developers create applications that give people many options to do specific tasks on a computer or mobile phone, while others develop the underlying systems that control networks.

2. Main activities

The main activities carried out by a software developer are:

a) discussing clients' computer program requirements and analysing users' needs;

b) designing and developing software and websites;

c) recommending software upgrades for customers' existing programs and systems – modifying software to fix errors, adapting it to new hardware, improving its performance, or upgrading interfaces;

d) designing each piece of an application or system and planning how the pieces will work together;

e) consulting with engineering staff to evaluate software-hardware interfaces and developing specifications and performance requirements;

f) creating a variety of models and diagrams (such as flowcharts) that show programmers the software code needed for an application;

g) running tests to ensure programs and computer systems are working properly;

h) documenting every aspect of an application or system as a reference for future maintenance and upgrades.

3. Fields of application

Software developers can work for a wide range of organizations, including private companies, manufacturing business, ministries, government departments and local authorities that provide computer, database and network services to clients. Software developers deal with: website development; software and web development for film, games and animation contents; and marketing and advertising development.

Applications software developer

Software developers deal with: design of computer applications such as word processors and games for consumers; creation of custom software for a specific customer or commercial software to be sold to the general public; creation of complex databases for organizations; and creation of programs that people use over the Internet and within a company's intranet.

Systems software developers

Software developers deal with: creation of systems that keep computers functioning

properly, which could be operating systems for computers that the general public buys or systems built specifically for an organization; building the system interface, which is what allows users to interact with the computer; and creating the operating systems that control most consumer electronics in use today, including those used by cell phones and cars.

4. Work environment

Public Bodies:

Ministries and other government departments, public agencies, organizations and local authorities; and public educational institutions.

Private facilities:

Private educational institutions; private companies that provide computer, database and network services to clients; specialized website development companies; software and web development companies that work with films, games and animation; private companies such as large retailers or marketing; advertising companies, industries and other manufacturing business.

5. Work schedules

Software developers usually work full time and often work evenings and weekends or might be on call in order to meet deadlines. In addition, they are often required to be available in case that the software they designed presents a problem.

6.1 Skills and abilities

Programming languages skills

Design skills

Critical thinking

Analytical thinking

Commercial and business awareness

Communication and verbal skills

Written skills

6.2 Personal characteristics

Creativity

Curiosity

Methodology

Accuracy

Attention to detail

Patience

Persistence

6.3 Interests and preferences

Interest for mathematic band physic

Interest for computer systems

Interest for technology

Interest for creative activities

Interest for data processing

Preference for electronic devices

7. Education and training

The curricula to follow to become a software developer are different. Graduates in computer sciences, software engineering, or a related field are considered.

1.Degree of computer sciences

Also called a degree in informatics. This is a three-year course that provides knowledge about algorithm design and analysis, programming languages, software development, database management, structure and organization of computing systems and computer networks. Before graduation, it is mandatory to attend a professional internship (300 hours) in companies or research institutions. To access this in Italy, it is necessary to pass an admission test which requires adequate preparation in elementary computer science, mathematics and logic. After graduation, it is possible to expand knowledge of web design by signing up for a first- or second-level master's degree.

8. Pay

The average monthly salary is:

- Spain: from €1627 to €5917
- Portugal: from €1280 to €4060
- Bulgaria: from €868 to €2860
- Italy: from €2000 to €6630
- Greece: from €1483 to €5912

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. Salaries for Bulgaria are net and gross salary for the other countries. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Computer programmer

Computer systems analyst

Computer and information research scientist

Computer and information systems manager

Information security analyst

10. Links related to the profession

Useful international links:

Association of Software Professionals

Useful national links:

- Bulgaria:

Professional Association of IT Specialists

Association of Software Engineers

- Greece:

Technical Chamber of Greece

- Italy:

Italian Software and Training Association (AISF)

Italy Developers

- Portugal:

Portuguese Software Association

- Spain:

Spanish Official Organization of computer engineers

Spanish Official Organization of computer engineers: Software developers

- Spain:

María Gutierrez

11. Role models

International Role Model:

Marissa Meyer

National Role Models:

- Bulgaria:

Svetlin Nakov

- Greece:

Toli Lerios

- Italy:

Andrea Mazzucchi

- Portugal:

Paulo Rosado

3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.7. Videogame Designer/Developer

Watch the movie in the following link

https://youtu.be/KC71G12HYpI

1. Profile of the profession

A video game designer/developer is a multimedia professional who conceives, creates and programs a video game. The video game designer is responsible for creating the game concept and the video game developer is responsible for executing the game concept. Indeed, these two professions go hand in hand, and they work closely together. The profession of video game designer/developer differs from that of graphic designer.

2. Main activities

The activities carried out by a video game designer/developer are:

a) conceiving, creating and programming a video game;

b) planning the interface, the interactivity and the plot;

c) creating the rules for the video game;

d) creating the video game narrative;

e) connecting player input via the controller to the events happening on-screen;

f) producing prototypes of gameplay ideas and features.

3. Fields of application

Design

Video game designers deal with: the creative part of the video game, such as creating the plot, the story and characters.

Developing

Video game developers deal with: materializing the concept of the video game, that is executing the plot and the characters; and control player input to the game environment.

4. Work environment

Private bodies/freelancer

Companies which buy or develop video games; freelancers (conceiving, creating, and programming their own video game and trying to sell it to companies).

5. Work schedules

Video game designers/developers can work during normal working days at the company's facility, although it is very common to work extra hours at home due to the thoroughness of the work.

6.1. Skills and abilities

Mathematical skills

Computer skills

Technical skills

Artistic skills

Problem-solving skills

Teamwork skills

6.2. Personal characteristics

Creativity

Reliability

Attention to detail

Dynamism

Organization

6.3. Interests and preferences

Interest for informatics

Interest for video games

Interest for creating multimedia content

Interests in entertaining others

Preference for art subjects (design, geometry)

7. Education and training

1. Degree in video games and multimedia:

This is a three-year course that provides training in developing video games and multimedia applications, to conceive and produce video games independently or in group, and techniques of promoting and distributing video games. It includes a final project at the end of the course.

2. Master's degree in videogame design and development:

This is a two-year course that provides training in developing video games from the phases of conception to launch, developing multidisciplinary competencies focused on design and informatics, integrating, managing and building teams for video game development. It includes writing a dissertation or creating a project or doing a professional training in a work environment.

8. Pay

- The average monthly salary is:
- Spain: from €1627 to €5917
- Portugal: from €1280 to €4060
- Bulgaria: from €1257 to €2137
- Italy: from €1900 to €5970
- Greece: from €1810 to €3080

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. For more information and to see salary differences, visit: https://www.europol.europa.eu/salary-calculators; www. salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Graphic Designer

Computer engineer

Software developer

Web designer

Computer programmer

10. Useful links

Useful international links:

International Game Developers Association

Useful national links:

- Bulgaria:

National Academy of Art Sofia

- Greece:

Technical Chamber of Greece

- Italy:

Italian Interactive Digital Entertainment Association (IIDEA)

Association of Italian Videogames Publishers and Developers (AESVI)

- Portugal

Association of Video Game Producing and Distributing Companies

- Spain:

University School of Videogame designer

11. Role models

International Role Model:

Will Wright

National Role Models:

- Bulgaria:

Georgi Traikov

- Italy:

Alberto Barbati

- Portugal

http://www.artofluis.com/about/

- Spain:

Vicens Marti

3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.8. Web Designer

Watch the movie in the following link

https://youtu.be/9zKEb673wYg

1. Profile of the profession

A web designer is a professional who deals with the planning and the design of web products, from the planning and implementation of information architectures to the control of the finished product in compliance with the principles of usability and accessibility. He/she can manage editorial activities for websites, can take care of information research and collection and collaborate with editorial staff to identify the contents that motivate users to access the site.

2. Main activities

The main activities carried out by a web designer are:

a) writing code for the site, using programming languages such as HTML or XML;

b) working with graphics and other designers to determine the website layout;

c) negotiating advertising contracts;

d) integrating graphics, audio and video into a website;

f) creating and debugging applications for a website;

g) monitoring website traffic;

h) working with other team members to determine what information the website will contain;

i) meet with clients or management to discuss the needs of the website and the expected needs of the website's audience and planning how it should look.

3. Fields of application

Web designer expert in website graphics

A web designer expert in website graphics deals with: style and graphics of the website, namely text font, colours, layout and images, designing different style and graphics proposals to be submitted to customers in relation to the target public and the purposes of the website.

Web designer expert in website usability

A web designer expert in website usability deals with: website information structure and information accessibility; clear and intuitive navigation style; simple and not complex website structure; avoiding there being too many "clicks" for the user to reach the desired destination or starting page; analysis of the methods; and web style communication of the main competitors.

4. Work environment

Public bodies:

Public companies (such as state railways, postal service, hospitals; school, university, etc.); consultancy firms; and foundations.

Private facilities:

Private companies; publishing agencies; web agencies; consulting firms; and professional firms.

5. Work schedules

Public and private bodies

A web designer expert in website graphics or web designer expert in website usability working in public or private bodies, works

full-time and during regular working hours.

They may be able to set their own working hours and/or decide to carry out their activities even during non-working hours.

6.1 Skills and abilities

Customer orientation

Change and innovation orientation

Organizational skills

Observation skills

Decision-making skills

Problem-solving skills

6.2 Personal characteristics

Creativity

Reliability

Attention to details

Persuasion

Concentration

Logic and analytical thought

6.3 Interests and preferences

Interest in graphic design

Interest in the main computer and software

Interest in ergonomics and semiotics Interest in marketing

Interest in technology Interest in multimedia

7. Education and training

The curricula to follow to become a web designer are different. Graduates in computer sciences, cinema, performing arts, music and media (CAM) and communications sciences are considered.

1.A Degree in computer sciences

Also known as a degree in informatics, this is a three-year course that provides knowledge about algorithms design and analysis,programminglanguages,software development, database management, structure and organization of computing systems and computer networks. Before graduation, it is mandatory to attend a professional internship (300 hours) in companies or research institutions. To access this course in Italy, it is necessary to pass an admission test which requires adequate preparation in elementary computer science, mathematics and logic. After graduation, it is possible to expand knowledge of web design by signing up for a first- or second-level master's degree.

1.B Degree in communications sciences

This is a three-year course that provides knowledge of communication and relationship with the public, research, editing and organization of content for publishers and advertising agencies; multimedia communication, radio and television production and advertising languages. To access this course, it is necessary to pass an admission test which requires adequate preparation in logical-verbal reasoning, English, mass-media and communication. After graduation, it is possible to expand knowledge of web design by attending a first- or second-level master's degree.

1.C Master's degree in cinema, performing arts, music and media (CAM)

A degree in cinema, performing arts, music and media is a five-year course that provides knowledge about theory, history, criticism and methodology of audio-visual representation; dramaturgical writing; language of entertainment and music; digital creativity; text analysis of cinema, media, theatre and music, design and methodological knowledge necessary for digital production and management. In Italy, access to the degree of cinema, performing arts, music and media is free. After graduation, it is possible to expand knowledge of web design by attending a first- or second-level master's degree.

8. Pay

The average monthly salary is:

- Spain: from €1452 to €2979
- Portugal: from €1280 to €4060
- Bulgaria: from €587 to €1734
- Italy: from €1702 to €3636
- Greece: from €1229 to €2709

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional holds. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www. salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Graphic designer

Digital analyst

Software developer

Database administrator

Social media manager

10. Useful links

Useful international links:

International Web Association

Useful national links:

- Bulgaria:

Bulgarian Web Association (BWA)

- Greece:

Technical Chamber of Greece

- Italy:

Italian Web Designer Association

Italian Visual Communication Design Association (AIAP)

- Portugal:

National Association of Designers

- Spain:

Spanish Official Organization of web designer: Colegio Oficial Diseñográfico

11. Role models

International Role Model:

Mike Kus

National Role Models:

- Bulgaria:

Anatolii Borisov

- Greece:

- Italy:

Daniele Marchetti

- Portugal:

Frederico Lopes

- Spain:

Lucan Onofre

3. ENGINEERING, COMPUTER SCIENCES AND TECHNICIANS

3.9. Pilot

Watch the movie in the following link

https://youtu.be/Ye61O0VJ4rU

1. Profile of the profession

A pilot is a professional who is qualified and usually licensed to fly or is qualified to fly an aircraft or spacecraft including planes and helicopters. Those who fly for a living are known as commercial pilots or airline pilots. A commercial pilot works for companies that offer charter flights, provide rescue operations, do aerial photography or provide flights for other reasons. Airline pilots transport people and cargo according to a fixed schedule.

2. Main activities

The main activities carried out by the pilot are:

a) performing pre- and post-flight aircraft inspections;

b) selecting safe and efficient flight routes;

c) determining risks that may occur;

d) keeping accurate records for compliance purposes;

e) communicating with required agencies and personnel;

f) ensuring the safety and comfort of the passengers, crew, and aircraft;

g) making sure all information on the route, weather, passengers and aircraft are received

h) communicating with aircraft control.

3. Fields of application

Commercial pilot

Pilots are allowed by the Federal Aviation Administration (FAA) to charge money for services and fly a regularly scheduled passenger service or fly for an airline. Pilots usually deal with: unscheduled flight activities, such as aerial application, charter flights, aerial photography, and aerial tours. Commercial pilots are not necessarily airline pilots. Commercial pilots can be a cargo pilot s (dealing with flying cargo planes to move large amounts of mail, automobiles, industrial equipment and other goods from one area to another), tour pilots (dealing with flying passengers who are commuting or vacationing), flight instructors (dealing with commercial pilots who use simulators and dual-controlled aircraft to teach students how to fly), ferry pilots (dealing with flying non-revenue flights for the purpose of returning aircraft to base, delivering aircraft from one location to another, or moving aircraft to and from a maintenance base).

Airline Pilot

Airline pilots need to have a commercial pilot’s certificate along with an Airline Transport Certificate (ATP) and must work for a regularly scheduled air carrier or some certificated operator to charge money. Airline pilots deal with: transporting passengers and cargo on a fixed schedule. Most airline pilots start out as a first officer, co-pilot or flight engineer with a regional carrier and then apply for a captain’s job in a national or international company.

4. Work environment

Public bodies:

GGovernment delivery companies; public

airlines; the army and air force (Air Force Academy); hospitals.

Private facilities:

Scheduled air transportation providers, mainly for the airlines; express delivery companies; charter companies; private businesses; industries (such as non-scheduled air transportation, technical and trade schools; private schools, scenic and sightseeing transportation and support activities; ambulance services; and self-employed.

5. Work Schedules

Most pilots will fly between 75 and 80 hours per month. They are limited to a total of 100 hours per month, or 1000 hours in one year.

Pilots have variable work schedules that may include some days of intense work followed by some days off. For commercial airline pilots, FAA regulations require an eight-hour break between shifts which may result in overnight stays in distant cities or countries. Depending on flight routes, they may also spend weeks away from home, living in hotels.

Pilots rarely follow the standard 40- hour work week and they may work late at night, on weekends, and even on holidays.

6.1 Skills and abilities

Decision-making skills

Multitasking skills

Problem-solving skills

Mathematics skills

Teamworking skills

Interpersonal and social skills

Communication skills

6.2 Personal characteristics

Kindness

Responsibility

Self-Control

Independence

Precision and attention to details

Dynamism

6.3 Interests preferences

Interest for physical, tactile, athletic or mechanical tasks

Interest for exploration

Interest for the use of tools or machines

Interest for outdoor activities

Interest for science and research

7. Education and training

1. Basic qualifications and education

The minimum education requirement is two years of college; however, most employers prefer to hire candidates who have a bachelor's degree or a specific degree in aeronautical engineering. Coursework should include English, maths, physics, navigation, meteorology, radio navigation and aeronautical engineering. Reading, speaking, writing and understanding English are usually requirements. To become a pilot, students must study all subjects related to the handling of a vehicle that can be transported by air, the characteristics of meteorology and the variables that could affect and interrupt the trip of the plane.

2. Training

A minimum number of flying hours will be needed with a flight instructor, in a flight school or a fixed-base operation (FBO). Professions will need also a number of landings and simulated instrument time. A student needs at least 10 hours to fly the aircraft solo, but it will take between 40 and 60 hours of flight training.

Commercial pilot training is usually done in a small four-seater aircraft and it will take at least 250 hours to earn a commercial pilot license; An airline pilot is usually trained in a jet and it takes them at least 1,500 hours total time as a pilot and 50 hours in a multi-engine airplane. Multi-engine airplanes focus a lot of attention on aircraft control, performance, and single-engine operations (i.e., aerodynamics and emergency operations) in addition to the usual training topics.

3. Pilot credentials, licensing and additional requirements

A medical certificate for both physical and mental conditions with standards and an emphasis on cardiovascular function, as well as general medical condition that may interfere with flight duties.

A Federal Aviation Administration (FAA) written exam;

An Airline Transport Certificate (ATP);

A practical test to demonstrate your flying ability to an FAA-designated examiner.

8. Pay

The average monthly salary is:

- Spain: from €2193 to €8722
- Portugal: from €1280 to €4060
- Bulgaria: from €752 to €3663
- Italy: from €2634 to €9845
- Greece: from €1902 to €7948

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net and gross salary for the rest of countries. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Air traffic controller

Aircraft or avionics equipment mechanic or technician

Flight attendant

Bus or taxi driver

Flight instructor

10. Useful Links

Useful international links:

The Balance Career

Backcountry

Useful national links:

- Bulgaria:

Civil Aviation Pilots Union

Union of Transport Trade Unions in Bulgaria

- Greece:

Hellenic Pilots Association

http://edujob.gr/node/305

- Italy:

National Professional Italian Civil Aviation Association (ANPAC)

Mountain Pilots Association (AIPM)

- Portugal:

Airline Portuguese Pilots Association

- Spain:

Spanish Organization of pilots

11. Role models

International Role Model

Neil Armstrong

National Role Models:

- Bulgaria:

Mario Bakalov

- Italy:

Mario Daverio

- Portugal:

Gago Coutinho

- Spain:

José Maria Bravo

4. ECONOMICS AND MARKETING SCIENCES

4.1. Economist

Watch the movie in the following link

https://youtu.be/s_lzOpRP7Bs

1. Profile of the profession

An economist is a professional who collects and analyses financial and socioeconomic data, advises businesses and governments on economic decisions and develops models for economic forecasting. He/she researches trends and evaluates economic issues for resources, goods and services. An economist prepares reports and formulates plans to address economic problems related to production and distribution of goods and services or monetary and fiscal policy. He/she uses sampling techniques and econometric methods.

2. Main activities

The main activities carried out by the economist are:

a) researching economic issues;

b) conducting surveys and collecting data;

c) analysing financial, political and socioeconomic data using mathematical models, statistical techniques and software;

d) presenting research results in reports, tables and charts;

e) interpreting and forecast market trends;

f) advising businesses, governments and individuals on economic topics;

g) recommending solutions to economic problems;

h) consulting clients on the efficacy of policies, products or services.

3. Fields of application

Business economists (private sector)

Economists deal with communications, banking, insurance, retailing, investment, manufacturing, mining, transportation, trade associations, consulting organizations; they analyse current and forecast future economic trends to give an organization a competitive advantage; and analyse the possible effects of legislation or regulatory laws to the market.

Government economists (public sector)

Economists are hired by state and local governments for a wide variety of positions involving analysis and policy making and deals with: assessment of policy; evaluate governmental budgets; and collect and analysing data to help lobbyists and government officials make policy decisions.

Academic economists

Economists have a career focused on teaching and research, depending on the institution, the number of years of experience and own interests and preferences.

Financial economists

The Economist deals with: analyse savings; investments and risk; study of financial markets, financial institutions and interest rates to see their effect on banking system.

Public finance economists

Economists deal with: exploration of the government role in the economy; and analysing the effects of taxation, budget deficits and welfare policies.

International economists

Economists are engaged with international trade and the impact of globalization, dealing with examination of global financial markets and exchange rates.

Microeconomists

Economists deal with: studying supply and demand decisions of individuals and firms to find out how to maximize production.

Macroeconomists (monetary economists)

Economists deal with: examination of the economy as a whole to find long-term overarching trends throughout history; draw conclusions and then make generalizations about investment productivity, inflation, unemployment and economic growth.

Organizational and Industrial economists

Economists deal with: exploration of the markets of individual industries; researching the competitors and make predictions based on the decisions of competitors; and protection of industry against trusts and monopolies.

Labour economists

Economists deal with: trends in salary and determining the need for labour; researching employment levels and how wages are set; and analysing the effects of labour-related policies, such as minimum wage laws and institutions, such as unions.

Econometricians

Economists deal with: development of models and use mathematical analyses to test economic relationships; and use of techniques such as calculus, game theory and regression analysis to explain economic facts or trends in all areas of economics.

4. Work environment

Public bodies:

State and local governments; universities (teaching and research).

Private facilities:

Banking, insurance, retailing, investment, manufacturing, mining, transportation, trade associations, consulting organizations; national and international financial markets; private companies; private offices.

5. Work schedules

Public and private bodies

Most economists work full time during regular business hours, but occasionally they work overtime to meet deadlines. In addition to working full time at a business or public institution, some economists consult part-time.

In a typical work week as an economist, you can expect to work more than 40 hours per week.

6.1. Skills and abilities

Analytical and logical skills

Communication skills

Critical-thinking skills

Mathematics skills

Writing skills

Communication and verbal skills

6.2. Personal characteristics

Attention to details

Independence

Efficiency

Openness

Curiosity

Creativity

Stress control

6.3. Interests and preferences

Interest in working with data Interest in problem-solving

Interest in researching, investigating and increasing understanding

Interest in influencing, motivating and selling to other people

Interest in working with information and processes to keep things arranged in orderly systems

Preference for following set procedures and routines

7. Education and training

1. Bachelor's degree in economics

The bachelor's degree course in economics offers training that meets the needs of different types of companies. The skills acquired by graduates during their studies can in fact be flexibly adapted to a variety of demands from the world of work.

The degree course offers students the opportunity to acquire diversified skills both in the organizational-management, administrative-financial and credit sectors.

2. Master's degree in economics

The master's degree in economics is a two-year course of study with the objective of transmitting in-depth knowledge and analysis methodologies regarding the business system. It is intended to train future managers and executives of companies, both private and public, operating in the various sectors of activity of the economic system, as well as business consultants and professionals. After graduation the students will be able to understand economic and financial phenomena and will gain core skills required for the analysis of economic issues and data.

8. Pay

The average monthly salary is:

- Spain: from €1277 to €3336
- Portugal: from €1040 to €2877
- Bulgaria: from €492 to €1168
- Italy: from €1535 to €3736
- Greece: from €1096 to €2998

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Economic consultant

Actuary

Credit analyst

Financial analyst

Management consultant

10. Useful links

Useful international links:

European Economic Association (EEA)

Euro-Mediterranean Economists Association (EMEA)

Useful national links:

- Bulgaria:

Ministry of Economy

Economists' Union In Bulgaria

- Greece:

Economic Chamber of Greece

- Italy:

Italian Society of Economists

Italian Health Economics Association (AIES)

- Portugal:

Economists National Order

- Spain:

Association of economists

Spanish Official Organization of economists

11. Role models

International Role Model:

Mario Draghi

National Role Models:

- Bulgaria:

Kristalina Georgieva

- Italy:

Luigi Einaudi

- Portugal:

Carlos Moedas

- Spain:

Luis Garicano

4. ECONOMICS AND MARKETING SCIENCES

4.2. Marketing and Advertising Manager

Watch the movie in the following link

https://youtu.be/oibOtmAwOrO

1. Profile of the profession

A marketing and advertising manager is a professional who deals with the coordination and monitoring of all the marketing activities of a company, from the analysis and design phase to the implementation and verification of results. His/her main function is to define the commercial objectives of sales, turnover, market share, profits and marketing strategies. He/she deals with the definition of the product price, the advertising, media planning and sales promotion. His/her decisions concern both an existing product and the study of a new product. He also deals with market analysis, advertising, techniques to optimize the sale of the product, and various price solutions.

2. Main activities

The main activities carried out by the marketing and advertising manager are:

a) working with staff to discuss topics such as budgets and contracts, marketing plans and the selection of advertising media;

b) planning advertising and promotional campaigns through media such as radio, television, print, online media and billboards;

c) negotiating advertising contracts;

d) evaluating the appearance of websites used in campaigns or layouts, which are sketches or plans for an advertisement;

f) starting market research studies and analysing the results to understand customer and market opportunities for companies;

g) developing pricing strategies for products or services marketed to a company's target customers;

h) meeting clients to provide marketing or technical advice;

i) directing the advertising, promotions and marketing staff hiring and supervising their daily activities.

3. Fields of application

Top marketing and advertising manager

A top marketing and advertising manager deals with: the complete production process of a company; elaboration of the company's medium and long-term strategies; definition of the characteristics of products and services to be introduced and re-launched on the market; definition of the market share, the strategic objectives relating to the launch or repositioning of products and services for the various areas of marketing (product, price, distribution and promotion); and establishment of means, timing and methods of developing the plan.

Middle marketing and advertising manager

A middle marketing and advertising manager deals with: coordination of the activities of communication agencies for the production of advertising materials; management of relations with the purchasing office; monitoring the development of the plan; carrying out an analysis of market opportunities and risks; calculating the industrial cost of producing materials, investments and

advertising.

First-line marketing and advertising manager

A first-line marketing and advertising manager deals with: analysis of market data; management of relations with the purchasing office; management of contacts with distributors and sales agents; analysing the results achieved against the objectives set; evaluation of significant indicators, effectiveness and efficiency of the results and the variables for product/service improvement.

4. Work environment

Public bodies:

Public companies (e.g., state railways, postal service, hospitals), multinationals; consultancy firms, universities or public research institutes.

Private facilities:

Multinationals; private companies; foundations, private research institutions, private companies; professional firms; non-governmental organizations (NGOs)

5. Work schedules

Public and private bodies

Top marketing and advertising managers, middle marketing and advertising managers and first line marketing and advertising managers working in public or private bodies work full-time during normal working hours.

They may be able to set their own working hours and/or decide to carry out their activities even during non-working hours or at weekends to satisfy clients' needs.

6.1 Skills and abilities

Organizational skills

Customer/user orientation ommunication skills Listen skills

Social and interpersonal skills

Decision-making skills

Problem-solving skills

6.2 Personal characteristics

Creativity

Leadership spirit

Teamworking spirit

Determination

Persuasion

Conceptual thinking

Logic and analytical thought

6.3 Interests and preferences

Interest in innovation

Interest in investments and new product launch actions

Interest in planning, design and analysis Interest in media and web media Interest in team and cooperation working

7. Education and training

The courses to become a marketing and publicity manager are different. Graduates in business and management, economics and statistics and communications sciences are considered.

1.A Degree in business and management

The degree in business and management is a three-years course that provides knowledge about business, finance, marketing, human resources, administration, models and methodologies to interpret business dynamics and implement strategic and operational management solutions within the governance and control activities of international and/or multinational companies and organizations operating in highly heterogeneous and competitive economic environments. In Italy, to access the course it is necessary to pass an admission test which requires adequate preparation in economics, accounting, marketing and finance. After graduation, it is possible to expand knowledge of marketing and communication by attending a first- or second-level master's degree.

1.B Degree in economics and statistics

The degree in economics and statistics is a three-year course that provides knowledge about analysis, visualization and communication of data from new information technologies and social media through practical interactive laboratories, start-up creation, infographics, financial market analysis, behavioural economics experiments held in collaboration with experts in the field and seminars. In Italy, access to the course of economics or statistics is free. After graduation, it is possible to expand knowledge of marketing and communication by attending a first- or second-level master's degree.

1.C Degree in communications sciences

The degree in communications sciences is a three-year course that provides knowledge of communication and relationship with the public, research, editing and organization of content for publishers and advertising agencies; multimedia communication, radio and television production and advertising languages. In Italy, to access the course it is necessary to pass an admission test which requires adequate preparation in logical-verbal reasoning, English, mass-media and communication. After graduation, it is possible to expand knowledge of marketing and communication by attending a first- or second-level master's degree.

8. Pay

The average monthly salary is:

- Spain: from €1396 to €5413
- Portugal: from €1062 to €4418
- Bulgaria: from €596 to €1545
- Italy: from €1585 to €5887
- Greece: from €1223 to €4559

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Market analyst

Social media manager

Brand manager

Sales manager

Marketing specialist

10. Useful links

Useful international links:

American Marketing Association (AMA)

Marketing International Association

Useful national links:

- Bulgaria:

Bulgarian Association of Communication Agencies

- Greece:

Economic Chamber of Greece

- Italy:

Italian Association of Sales and Marketing Managers

Italian Association for Marketing, Sales and Communication

- Portugal:

Portuguese Association of Marketing Professionals

- Spain:

Association of Spanish Marketing

11. Role models

International Role Model:

Lorraine Twohill

National Role Models:

- Bulgaria:

Poli Kozarova

- Italy:

Davide Roberto Rossi

- Portugal:

Inês Mateus

- Spain:

Jaime Lobera

4. ECONOMICS AND MARKETING SCIENCES

4.3. Hotel Manager

Watch the movie in the following link

https://youtu.be/QA-YGzyDIlU

1. Profile of the profession

A hotel manager is a professional who is responsible for all aspects of operations at an accommodation business, taking care of the efficient and profitable running of it and the successful day-to-day staff management. He/she ensures that guests on vacation or business travel have a pleasant experience at a hotel, motel, or other types of establishments with accommodation. She/he provides leadership and strategic planning to all departments in support of maximized operations and guest satisfaction. The hotel manager works very closely with the hotel owners and other stakeholders.

2. Main activities

The main activities carried out by the hotel manager are:

a) planning and organizing accommodation, catering and other hotel services;

b) recruiting and training the hotel personnel;

c) supervising work at all levels (receptionists, kitchen staff, maids, office employees etc.) and setting clear objectives;

d) planning work schedules for individuals and teams and allocating responsibilities to achieve the most efficient operating model:

e) ensuring that events and conferences which take place in their business run smoothly;

f) maximizing hotel/resort revenue through innovative sales practices and yield management programs;

g) managing budgets/expenses, analysing and interpreting financial information and monitoring sales and profits – maintaining statistical and financial records;

h) developing and implementing an intuitive and efficient marketing strategy to promote the hotel's services;

i) communicating with customers when appropriate (welcoming them in the facilities, addressing their complaints, finding solutions to problems, offering information , etc.).

3. Fields of application - Specialties

General manager

General manager works in the administrative area of the hotel business with several departments and multiple layers of management. The general manager deals with: application of modern scientific methods and practices in order to direct and coordinate the activities of separate departments, such as room operations, security, human resources, housekeeping, marketing and sales, purchasing, maintenance, recreational facilities, and many other activities.

Revenue manager

The revenue manager works in the financial management of the hotel and deals with: monitor room sales and reservations; overseeing accounting and cash-flow matters at the hotel; and projecting occupancy levels and deciding which rooms to discount.

Front-office Manager

The front-office manager works in the

field of coordination of reservations and room assignments and deals with: training and coordinating the hotel's front-desk staff; and ensuring that guests are treated courteously and that complaints and problems are dealt with successfully.

Convention service manager

The convention service manager works in the sector of organizing and holding meetings, conventions and special events and deals with: meeting with representatives of groups to plan the number of conference rooms to be reserved; designing the configuration of the meeting space, and determining what other services the groups will need, such as catering or audio-visual requirements.

There are many other sectors of a large hotel for which hotel managers might be responsible, such as the productive one of supply where they are involved in the management (ordering, storing, maintaining and handling) of materials and beverages of food units and the sector of marketing where they are active in the fields of creation, pricing and promotion (advertising, public relations).

4. Work environment

Private facilities:

Tourism and hospitality businesses; hotels; resorts; cruises.

5. Work Schedules

Hotel/motel managers' working hours vary according to the type of hotel they are working in and its location. They usually work full time and long and irregular hours including weekends, evenings and most public holidays. Some managers must be on call 24 hours a day, particularly if they reside at the lodging establishment.

6.1 Skills and abilities

Customer-service skills

Interpersonal and communication skills

Problem-solving skills

Staff management skills

Business skills

Computer skills

Touristic knowledge

6.2 Personal Characteristics

Organization

Creativity

Patience

Self-control

Dynamism

Motivation

Entrepreneurship

6.3 Interests/Preferences

Interest in communicating

Interest in interaction with other people of different cultures

Interest in directing people

Interest in organization of activities Preference for indoor working

Preference for situations that require immediate decision-making

7. Education and Training

The paths of study to become a hotel manager are different. Graduates in hospitality management, economics and science in tourism are considered.

1.A Bachelor's degree in hospitality management

The specific training objectives of the course are to provide the student with the knowledge to operate in a distinctive manner in the field of hospitality management. The student acquires analysis methodologies and tools for the management of companies in the hospitality industry, which are characterized by a highly dynamic, global and multicultural context.

1.B Bachelor's degree in economics and master's degree in economics

The bachelor's degree course in economics offers training that meets the needs of different types of companies. The skills acquired by graduates during their studies can in fact be flexibly adapted to a variety of demands from the world of work. The degree course offers students the opportunity to acquire diversified skills both in the organizational-management, administrative-financial and credit sectors. The master's degree in economics is a two-year course of study with the objective of transmitting in-depth knowledge and analysis methodologies regarding the business system. It is intended to train future managers and executives of companies, both private and public, operating in the various sectors of activity of the economic system, as well as business consultants and professionals.

1.C Bachelor's degree in science in tourism

The course aims to train operators in the tourism sector, both public and private, with specific skills for the enhancement of cultural tourism and sustainable tourism, which is a fundamental resource of the regional and national territory. This objective involves the acquisition of specific knowledge in the planning of policies for tourism, understood as a factor of economic development and territorial competitiveness.

8. Pay – Job Prospects

The average monthly salary is:

- Spain: from €1247 to €4795
- Portugal: from €972 to €4140
- Bulgaria: from €584 to €1513
- Italy: from €1490 to €6073
- Greece: from €1188 to €4685

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Guide

Receptionist

Organizer of events/exhibitions/ conferences

Food service manager

Human resources manager

10. Useful links

Useful international links:

The International Association of Hotel General Managers

Useful national links:

- Bulgaria:

Ministry of Tourism

Hotelier's Union

Bulgarian Industrial Association

- Greece:

Ministry of Tourism

- Italy:

Association of Hotel Managers Italy (ADA)

Italian Association for Marketing, Sales and Communication

- Portugal:

Portugal Hotel Managers Association

- Spain:

Spanish Official Organization of economists Tourism and Hotels

Association of tourism

11. Role models

International Role Model:

Sonia Cheng

National Role Models:

- Bulgaria:

Nadejda Halacheva

- Greece:

Thomopoulos Konstantinos

- Italy:

Andrea Zana

- Portugal:

Jorge Rebelo de Almeida

- Spain:

Manuel Ruíz Sotillo

4. ECONOMICS AND MARKETING SCIENCES

4.4. Data analyst

Watch the movie in the following link

https://youtu.be/EGJ1G8Ic0Oo

1. Profile of the profession

A data analyst is a professional who scrutinizes information using data analysis tools, the meaningful results they pull from the raw data help their employers or clients make important decisions by identifying various facts and trends. He/she uses advanced computerized models to extract the data needed; removes corrupted data; performs initial analysis to assess the quality of the data; performs further analysis to determine the meaning of the data; and performs final analysis to provide additional data screening or prepares reports based on analysis and presents

2. Main activities

The main activities carried out by the data analyst are:

a) interpreting data, analysing results using statistical techniques and providing ongoing reports;

b) developing and implementing databases, data collection systems, data analytics and other strategies that optimize statistical efficiency and quality;

c) acquiring data from primary or secondary data sources and maintaining databases/data systems;

d) identifying, analysing and interpreting trends or patterns in complex data sets;

e) filtering and “cleaning” data by reviewing computer reports, printouts, and performance indicators to locate and correct code problems;

f) working with management to prioritize business and information needs;

g) locating and defining new process improvement opportunity reports to share results.

3. Fields of application

Data analysts can work in a wide variety of sectors, such as banks, specialist software development companies, consultancies, telecommunications companies, public sector organizations, social media specialists, colleges and universities, pharmaceutical companies and manufacturers.

4. Work environment

Almost every industry imaginable has a need for data analysis, at least at some level. Just the same, the fields of sales, marketing, and healthcare tend to have the most jobs available for these professionals at any given time. Most professionals work in teams to tackle specific projects or problems as needed. A lot of the work is done on the computer, and much of it can be done from home or from a remote office, though this sometimes depends on the type of data being gathered. Professionals can typically expect to work standard hours, though important projects or looming deadlines can and often do require some overtime and weekend work.

5. Work Schedules

Public bodies:

Public sector organizations and universities

Private facilities:

Banks; specialist software development companies; consultancies; industries; telecommunications companies; social media specialists; pharmaceutical companies.

6.1. Skills and abilities

Mathematical skills

Programming languages ability

Statistical skills

Problem-solving skills

Interpersonal skills

Teamworking skills

Communication and verbal skills

Written skills

6.2 Personal Characteristics

Logic and analytical thought

Accuracy and attention to details

Reliability

Organization

Methodology

Systematic

6.3 Interests and preferences

Interest in research

Interest in solving problems from an analytical perspective

Interest in computer languages Interest in research

Preference for scientific projects, analytical and imaginative issues

7. Education and training

The paths of study to become a data analyst are different. Graduates in economic, statistic or mathematics are considered.

Other degrees are also acceptable if they include informal training in statistics as part of the course, for instance engineering, psychology, sociology or informatics.

1.A Degree in economics

The bachelor's degree course in economics offers training that meets the needs of different types of companies. The skills acquired by graduates during their studies can in fact be flexibly adapted to a variety of demands from the world of work. The degree course offers students the opportunity to acquire diversified skills both in the organizational-management, administrative-financial and credit sectors. The master's degree in economics is a two-year course of study with the objective of transmitting in-depth knowledge and analysis methodologies regarding the business system. It is intended to train future managers and executives of companies, both private and public, operating in the various sectors of activity of the economic system, as well as business consultants and professionals.

1.B Degree in statistics

At bachelor's level, statistics degrees usually last for three or four years, depending on the country, while a master's degree lasts for one or two years. The course is typically taught through a combination of lectures and seminars. Students will also engage in various projects and research, either working as small teams or independently. A degree in statistics can give you subject-specific skills like the ability to analyse and interpret complex numerical data; the ability to approach problems rigorously and to formulate and apply theories to solve them and high-level IT skills.

1.C Degree in mathematics

A typical mathematics degree programme involves a combination of pure (theory and abstract) mathematics and applied (practical application to the world) mathematics. Some institutions also offer pure and applied mathematics as separate degrees, so you can choose to focus on just one. mathematics is also often offered as a joint-honours degree, paired with subjects including business management, computer science, economics, finance, history, music, philosophy, physics, sports science and statistics.

8. Pay

The average monthly salary is:

- Spain: from €1789 to €3774
- Portugal: from €1375 to €3426
- Bulgaria: from €511 to €1340
- Italy: from €2002 to €4385
- Greece: from €1395 to €3462

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Business analyst

Database administrator

Network administrator

Multimedia programmer

Operational researcher

10. Useful links

Useful international links:

Target jobs

Prospects

Useful national links:

- Bulgaria:

Technical University-Sofia

Bulgarian Statistical Society

- Greece:

Economic Chamber of Greece

- Italy:

Italian Statistical Society

Association for Applied Statistics (ASA)

- Portugal:

Classification and Data Analyze Portuguese Association

- Spain:

Business School

11. Role models

International Role Model:

Kirk Borne

National Role Models:

- Bulgaria:

Dimitar Atanasov

- Italy:

Alberto Danese

- Portugal:

Catarina Coelho

- Spain:

Antonio Vidal

4. ECONOMICS AND MARKETING SCIENCES

4.5. Financial analyst

Watch the movie in the following link

https://youtu.be/DdY6UW5El6c

1. Profile of the profession

A financial analyst is a professional who deals with determining the correct risk/return ratio for specific assets within a particular investment opportunity. Success is determined based on realized returns, which is a set of capital gain/loss and accumulated cash flows in the form of dividends or interest. He/she uses a combination of statistical and financial models, seeking and systematizing information and solving operational problems of production activities with institutions and organizations.

2. Main activities

The main activities carried out by a financial analyst are:

a) predicting the future cash flows from an investment and preparing an investment recommendation based on them;

b) monitoring financial markets;

c) doing company and competitor analysis;

d) advising on financial matters;

e) preparing daily analytical reports;

f) designing an investment portfolio of its clients with economic recommendations for action and creating informational materials for publication in the media;

g) doing financial planning and analysis of companies.

3. Fields of application

A financial analyst can work in a wide variety of sectors, such as securities market, in a financial company, in a certain sector of the economy or monitoring and operating with the economy market at all levels (national, international and global).

4. Work environment

Public bodies:

Public sector organizations and universities.

Private Facilities:

Market study companies; financial advisors; private companies; multinationals.

5. Work schedules

The work schedule of a financial analyst is consistent with the normal working hours of the economic and financial sector. Usually in enterprises it ranges from 9 to 18 hours. On the other hand, when working in the stock and commodity exchanges is in accordance with the opening hours of the respective exchange.

6.1. Skills and abilities

Economic and finance skills

Communication skills

Emotional skills

Analytical skills

Decision-making skills

Computer skills

Leadership skills

6.2. Personal characteristics

Responsibility

Critical and systematic thinking

Flexibility

Mental resilience

Ambition

Perspicacity

6.3. Interests and preferences

Interest in working with large amounts of data

Interest in processing and analysing data

Interest in analytical and causal thinking

Interest in mathematics and informatics

Interest in research

Interest in continuous improvement

7. Education and training

1. Bachelor's degree in economics

The bachelor's degree course in economics offers training that meets the needs of different types of companies. The skills acquired by graduates during their studies can in fact be flexibly adapted to a variety of demands from the world of work. The degree course offers students the opportunity to acquire diversified skills both in the organizational-management, administrative-financial and credit sectors.

2. Master's degree in economics

The master's degree in economics is a two-year course of study with the objective of transmitting in-depth knowledge and analysis methodologies regarding the business system. It is intended to train future managers and executives of companies, both private and public, operating in the various sectors of activity of the economic system, as well as business consultants and professionals.

3. Specialization in financial analysis

The master's in financial analysis is a post-graduate course to provide students with the knowledge and skills related to the financial area. The programme focuses primarily on investment analysis, financial management and corporate finance. These topics are preceded by basic courses on quantitative methods, accounting and economics. The programme usually ends with courses in complex topics such as financial modelling, portfolio management, and mergers and acquisitions.

8. Pay

The average monthly salary is:

- Spain: from €1320 to €5286
- Portugal: from €1310 to €3672
- Bulgaria: from €578 to €1489
- Italy: from €1765 to €5153
- Greece: from €1313 to €3958

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Financial and business analyst expert

Investor relations expert

Bond analyst

Investment analyst

Portfolio manager

10. Useful links

Useful international links:

European federation of Financial Analysts Societies

Useful national links:

- Bulgaria:

Financial Supervision Commission

- Greece:

Economic Chamber of Greece

- Italy:

Italian Association for Financial Analysis (AIAF)

Italian Society of Technical Analysis (SIAT)

- Portugal:

Financial Analysts Portuguese Association

- Spain:

Spanish Institute of financial analysts

11. Role models

International Role Model:

Paul Elliott Singer

National Role Models:

- Bulgaria:

Tsvetoslav Tsachev

- Greece:

- Italy:

Alessandro Moretti

- Portugal:

Júlio Pereira Cardozo Junior

- Spain:

Jacobo Ortega

5. ARTS, DESIGN & ARCHITECTURE

5.1. Actor

Watch the movie in the following link

https://youtu.be/C1UgB7_s8mA

1. Profile of the profession

An actor is a professional who interprets characters or presents characterization to the audience. His/her primary duty is to effectively communicate the character that they are playing to an audience, using their voice, body, actions and reactions. The actor tells stories, engenders emotional reactions in their audience and makes people think.

2. Main activities

The main activities carried out by the actor are:

a) interpreting serious or comic role by speech, gesture, and body movement to entertain or inform audience for stage, motion picture, television, radio, or other media production;

b) rehearsing and memorizing lines;

c) entertaining, conveying characters and expressing emotions in front of a live audience;

d) interpreting the work of a writer under the instruction and support of a director;

e) improvising the reactions of a character to a situation;

f) working in live stage performances of the classics and community theatre, soap operas, radio work and film parts;

g) preparing for and attending numerous auditions;

h) preparing and performing action stunts for motion picture, television, or stage productions.

3. Fields of application

Actors/actresses usually work across different media but can also focus on just one of the following fields:

Theatre

Actors/actresses deal with: memorizing a complete theatre play and rehearsing it for months before presenting it live on stage to the audience.

Television

Actors/actresses deal with: memorizing the scripts of episodes for series or soap operas and record them on built scenarios a few weeks before being presented to the audience.

Movies

Actors/actresses deal with: memorizing scripts of a movie; and recording the performance.

Voiceovers

Actors/actresses deal with: recording their voice for animated projects; acting in television commercials; and recording audiobooks.

4. Work environment

Freelancer/Private bodies

Freelancers;

Theatres; cinema; local or regional television and film studios; movie studios; radio stations; advertising companies; film production companies; and theatre companies.

5. Work schedules

Work hours for actors are long and irregular. Evening, weekend, and holiday work is common. Few actors work full time, and many have variable schedules. Those who work in theatre may travel with a touring show across the country. Film and television actors may also travel to work on location.

Work assignments typically are short term – ranging from 1 day to a few months – which means that workers frequently experience long periods of unemployment between jobs. The uncertain nature of the work results in unpredictable earnings and intense competition for jobs.

6.1 Skills and abilities

Reading skills

Communication and verbal skills

Teamworking skills

Memorization skills

Improvisation skills

Problem-solving skills

6.2 Personal characteristics

Creativity

Independence

Intuition

Spontaneity

Persistence

Empathy

Diligence

6.3 Interests and preferences

Interest in creativity Interest in art

Interest in group work

Interest in the entertainment world

Interest in exhibition

7. Education and training

To be a professional actor, there is no requirement for specific educative path. However, people can do a degree or a master's in art including theatre, drama, acting or film classes

Despite this, there are higher education options.

Degree in acting:

This is a three-year course with subjects from prose theatre to physical theatre, from film acting to the new frontiers of digital and visual art, from humour to dramatic art. The training project also includes the study of direction, screenplay, and production orientation in an artistic scenario in continuous renewal.

8. Pay

The average monthly salary is:

- Spain: from €876 to €2429
- Portugal: from €770 to €2014
- Bulgaria: from €322 to €635
- Italy: from €1031 to €2788
- Greece: from €782 to €2140

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Voice actor

Playwright

Director

Producer.

Screenwriter

10. Useful Links

Useful international links:

Lear.org

BackStage

Useful national links:

- Bulgaria:

Union of Bulgarian Actors

- Greece:

Union of Greek Actors

- Italy:

Italian Association of Singers Actors Dancers

Italian Association of Show Professionals (AIPS)

- Portugal:

NB academia

- Spain:

Union of actors and actresses

11. Role models

International Role Model:

Meryl Streep

National Role Models:

- Bulgaria:

Zachary Baharov

- Greece:

Valtinos Grigoris

- Italy:

Sophia Loren

- Portugal:

Diego Morgado

- Spain:

Penélope Cruz

5. ARTS, DESIGN & ARCHITECTURE

5.2. Dancer

Watch the movie in the following link

https://youtu.be/yd3MtX-uFDE

1. Profile of the profession

A dancer is an arts professional who uses her/his body to communicate emotions and feelings and to tell stories. He/she can be part of a group (for example, ballet, hip-hop) or dance in a pair (for example, ballroom dance). A dancer's career isn't usually long. A dancer can also work as a choreographer and dance teacher. He/she uses his/her body in creative and expressive ways to entertain audiences. A dancer can perform solo or as part of a group.

2. Main activities

The activities carried out by a dancer are:

a) performing on stage (for example, ballet);

b) dancing in competitions (for example, ballroom dance);

c) performing on stage with music bands;

d) designing choreographies;

e) training to attain perfection of the moves;

f) collaborating with other dancers and instructors to modify steps, routines and formations;

g) maintaining good relationships with fellow team members, instructors and senior staff;

h) following the instructions of choreographers.

3. Fields of application

Ballet

Ballet dancers usually begin dancing at a very young age, around 3 or 4 years old. This is due to the great need for flexibility and power in dance movements. Ballet dancers deal with: performing in shows in a group or solo when working in companies (for example: American Ballet Theatre); and many long rehearsals before presenting the piece to the audience. There is a hierarchy in ballet companies, in which dancers are put in different stages regarding their expertise. The better a dancer is, the higher the position he/she occupies and the more recognized he/she is.

Ballroom dance

Ballroom dancing requires two elements, one of each gender. To attain professional levels, ballroom dancers usually begin practising from a young age, around 5 years old, and start entering competitions. In these championships, the pair is evaluated and given points which is the way for passing up the echelons until they become a "professional pair". Ballroom dancers rehearse every day for a couple of hours alone or with their partner.

Contemporary dance

Contemporary dancers usually begin dancing at a very young age, around 3 or 4 years old, starting by learning classical dances such as ballet. Contemporary dancers can perform in a group, in a duo or solo. Contemporary dancers rehearse before the show being presented to the audience.

Hip-hop:

Hip-hop dancers usually begin dancing around 5 years old. They can dance solo, in pairs, and in small or big groups. Hip-hop dancers rehearse before the show being presented to the audience.

4. Work environment

Freelancer/Private bodies

Freelancers (it is possible to dance in more than one group and/or perform on stage with another artist);

Dance companies (for example: ballet companies); schools (for example: ballroom dance); dance club team; dance room.

5. Work schedules

Dancers don't usually have a defined schedule, and shows can be any time of the day or week.

Dancers can work during the day with rehearsals or training and shows at night.

Dancers have most of their shows at the weekend or on national holidays and can stay away from home on tour.

6.1. Skills and abilities

Artistic skills

Interpretative skills

Communication skills

Improvisation skills

Memorization skills

Problem-solving kills

6.2. Personal characteristics

Creativity

Focus

Dedication

Persistence

Empathy

Competition

Versatility

6.3. Interests and preferences

Interest in dancing

Interest in shows

Interest in creating choreographies

Interest in the entertainment world

Preference for arts subjects (dance, music)

7. Education and training

To be a professional dancer, there is no requirement for a specific educational path. The more important training is physical and dancing, not academic.

To be a professional dancer, it is necessary to begin dance from an early age and do long hours of practical training every day, in order to attain perfection of movement.

Despite this, there are higher education options.

1. Degree in dance:

This is a three-year course that includes specific and theoretical training in dance. This course includes knowledge of concrete fields of dance such as history of dance, movement analysis, dance methodology and pedagogy.

2. Master's degree in teaching dance:

This is a two-year course that includes the specific training in the methodology of teaching dance. It includes professional training and a report on it.

8. Pay

The average monthly salary is:

- Spain: from €927 to €2371
- Portugal: from €742 to €1982
- Bulgaria: from €307 to €802
- Italy: from €1016 to €2742
- Greece: from €771 to €2129

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Choreographer

Dance teacher

Actor/actress

Musician

Costume designer

10. Useful links

Useful international links:

Royal Ballet School

The London Academy of Dance

Useful national links:

- Bulgaria:

Union of Bulgarian Musicians and Dancers

- Greece:

Union of Greek Actors & Dancers

- Italy:

Italian Association of Singers Actors Dancers

Italian Dancers Association

- Portugal:

Sports Dance Portuguese Federation

Sports Dance Athletes Association

- Spain:

Association of dancer

Professional Association of dancers

11. Role models

International Role Model:

Eleonora Abbagnato

National Role Models:

- Bulgaria:

Diana Nikiforova

- Greece:

Metaxopoulos Fotis

- Italy:

Roberto Bolle

- Portugal:

António Casalinho

- Spain:

Joaquín Cortés

5. ARTS, DESIGN & ARCHITECTURE

5.3. Photographer

Watch the movie in the following link

https://youtu.be/JqbQSqfURAk

1. Profile of the profession

The Photographer is a professional who deals with producing and the creation of the image based on the technique of imprinting it on a photo-sensitive surface or on a digital-electric charge (photography). His/her job is to take pictures that capture images, faces, landscapes, as he himself captures them with the help of his imagination and the technical capabilities provided by the camera lens.

2. Main activities

The main activities carried out by a photographer are:

a) working out ideas for photo shoots

– either her/his own ideas or specific ideas from clients;

b) choosing the appropriate camera, lens and film to use, depending on the subject and the type of photography he/she wants to take;

c) controlling the lighting, depending on the subject and the indoor or outdoor photography area;

d) editing the scene or frame of the photograph;

e) determining the angle of view and the panoramic image of the photographic subject;

f) selecting the shutter speed and adjusting the shutter lens;

g) printing and enlarging the photos he/she took;

h) cleaning and maintaining his/her machines and equipment, as well as keeping up with new developments in the field, following the work of colleagues.

3. Fields of application - specialities

Photographers can work in the following areas: newspapers, magazines and on television as a photojournalist, in cinema as a cinematographer, at advertising companies, in photo studios, at fashion houses, in their own workshop or photography shop as a freelancer.

Photojournalist

Photographers must be present at events and deal with recording the images in order to be published in newspapers and magazines.

Fine arts photographer

Photographers not only deal with taking pictures, but also with giving a different dimension to the images captured by their lens, highlighting some special features and presenting them in an original and artistic way using their imagination and modern photographic techniques.

Aerial photographer

Photographers deal with: travelling in planes or helicopters to capture overhead photographs of buildings and landscapes; using cameras with gyrostabilizers to counteract the movement of the aircraft; and ensuring high-quality images.

Commercial and industrial photographer

Photographers deal with: taking pictures of subjects such as buildings, models, merchandise, artefacts and landscapes; and going to locations to take pictures for magazine covers, engineering projects or other purposes.

Drone photographer

Photographers deal with: operating unmanned aerial vehicles with an integrated camera to capture 360-degree imagery of buildings, landscapes, scenery, or events.

Scientific photographer

Photographers deal with: capturing scientific or medical data or phenomena; focusing on accurately representing subjects, visually limiting the use of software to clarify an image; and using microscopes to photograph their subjects.

4. Work environment

Freelancer/Private bodies

Freelancers

Laboratory-studio; photography studios; private companies; advertising companies; fashion companies; photography stores; magazine; publishers; social network; marketing and digital campaigns; television; event production companies; planes/helicopters (aerial photographers).

5. Work schedules

The hours of work are not fixed, so a photographer can work at any hour of the day or night. Some photographers work part time. Hours often are flexible so that photographers can meet with current and potential clients or visit the sites where they will work. For certain types of photographers, workloads may fluctuate with the season. For example, wedding photographers are typically busiest in the summer and autumn.

6.1 Skills and abilities

Artistic skills

Space-perception skills

Perceptual skills

Technical skills

Digital skills

Business skills

Problem-solving skills

6.2 Personal characteristics

Creativity

Organization

Open-mindedness

Patience

Self-Control

Accuracy

Motivation

Effectiveness

6.3 Interests and preferences

Interest in digitally depicting people, animals, landscapes and products

Interest in computers and other electronic devices

Interest in exploring

Interest in fine arts

Interest in creativity

7. Education and training

To be a professional photographer, there is no requirement for specific educative path.

Despite this, there are higher education options.

1. Degree in photography

The aim of the photography course is to train professionals with a particular charm and a disruptive potential: professionals who are dedicated to photographic communication, capable of distilling in their images ideas, concepts, feelings, information, stories and desires, to be transmitted at the exact moment in which the gaze rests on the image itself, without any mediation or linguistic obstacle. The aims of the academic curriculum are to develop the understanding of contemporary culture and its relationship to photographic and video practice, and to develop skills that will enable graduates to: respond to the requirements of postgraduate study, keep up with the developments in photographic technology, and handle the demands of creating artistic work in the relative competitive industries of photography, photojournalism, advertising, digital image manipulation and multimedia.

8. Pay

The average monthly salary is:

- Spain: from €984 to €2526
- Portugal: from €834 to €2135
- Bulgaria: from €356 to €947
- Italy: from €1143 to €2883
- Greece: from €894 to €2203
- Greece: from 894€ to 2203€

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Art director

Film and video editor and camera operator
Fashion Designer

Graphic designer

Reporter, correspondent and broadcast news analyst.

10. Links related to the profession

Useful international links:

Federation of European Professional Photographers

Useful national links:

- Bulgaria:

Academy of Photography Bulgaria

- Greece:

Center West Photographers

- Italy:

Italian Photographers Association (AIF)

Italian Reporters Photographers Association (AIRF)

- Portugal:

Photographic Art Portuguese Association

- Spain:

Association of cinema and photo

11. Role models

International Role Model:

Annie Leibovitz

National Role Models:

- Bulgaria:

Georg Woltz

- Greece:

Psathoyiannakis Nikos

- Italy:

Oliviero Toscani

- Portugal:

Ana Dias

- Spain:

Chema Madoz

5. ARTS, DESIGN & ARCHITECTURE

5.4. Singer

Watch the movie in the following link

https://youtu.be/ul9LpOtIsnM

1. Profile of the profession

A singer is a performing arts professional who uses his/her voice varying its amplitude accordingly with melody and rhythm to sing lyrics and poems. The singer can sing solo, in a duet or in a band, and is commonly called a vocalist. He/she often not only works as a singer but also has other abilities related to art, for example acting to perform a musical show.

2. Main activities

The activities carried out by a singer are:

a) singing in concerts and shows;

b) singing solo, in a duo or in a band;

c) recording songs and albums;

d) training his/her voice as an instrument;

e) learning, memorizing, recording, rehearsing and performing songs;

f) collaborating with managers, movie producers and other musicians;

g) attending photo shoots, promotional events and maintaining an active presence on social media;

h) networking with other artists and interacting with fans and followers.

3. Fields of application

Solo

The singer is the main and only vocalist, and deals with: singing with or without a band playing along in concerts; and rehearsing a lot every day before performing in shows.

Duo/Trio

The singer shares the position of vocalist with another singer or two and deals with: singing in concerts; and rehearsing a lot every day before performing in shows, individually or with other singers.

Band

When performing in a band, the singer may be the only vocalist or may share the position of vocalist with another singer and deals with: singing in concerts; and rehearsing a lot every day before performing in shows, individually or with other singers and musicians.

Opera

When performing in an opera, the singer may have other sing with others and also an orchestra and deals with: learning the songs; rehearsing a lot every day before performing, individually or with other singers and musicians; and singing in performances.

4. Work environment

Freelancer /Private bodies

Freelancers (building their own career).

Performance arts companies (for example orchestras or theatre companies); music producers; and media.

5. Work schedules

Singers don’t usually have a defined schedule, as shows can be any time of the day or week.

Singers can work during the day in rehearsals or training and at night in shows.

Singers have most of their shows at weekends or national holidays, and frequently stay away from home on tour.

6.1. Skills and abilities

Vocal skills

Acoustic skills

Artistic skills

Interpretation skills

Improvisation skills

Communication and language skills

6.2. Personal characteristics

Creativity

Focus

Discipline

Dedication

Persistence

Empathy

6.3. Interests and preferences

Interest in singing

Interest in theatre and concerts Interest in music

Interest in writing and/or reading

Preference for arts and literature subjects

7. Education and training

Although a higher education course isn't mandatory to be a singer, training in music is highly valued.

To have solid competencies and skills, it is very important to practise from a young age.

1. Degree in music:

This is a three-year course that includes specific training in music and using the voice as an instrument. This course includes knowledge of concrete fields of music such as history of music, composition, aesthetics, interpretation and also research.

2. Master's degree in music – singing variant:

This is a two-year course that includes specific training in singing, seminars, a research project and artistic projects.

3. PhD in music:

This is a four-year degree that includes an in-depth specialization in using the voice as an instrument, specific training in musical pedagogy, research on theoretical fields and teaching at universities.

8. Pay

The average monthly salary is:

- Spain: from €2304 to €3995
- Portugal: from €1920 to €3329
- Bulgaria: from €796 to €1379
- Italy: from €3010 to €5217
- Greece: from €2057 to €3566

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Musician

Composition

Actor/actress

Producer

Voice actor

10. Useful links

Useful international links:

Worldwide Independent Network

Useful national links:

- Bulgaria:

The Union of Bulgarian Composers

Union of Bulgarian Musicians and Dancers

- Greece:

Union of Greek Singers

- Italy:

Italian Association of Singers Actors Dancers

Italian Singing Teachers Association (AICI)

- Portugal:

Independent Musicians Artists and Editors Association

- Spain

Spanish School of Singer

11. Role models

International Role Model:

Michael Jackson

National Role Models:

- Bulgaria:

Sylvie Vartan

- Greece:

Rouvas Sakis

- Italy:

Vasco Rossi

- Portugal

Mariza

- Spain:

Jarabe De Paolo


FUNDAÇÃO ROTÁRIA PORTUGUESA

5. ARTS, DESIGN & ARCHITECTURE

5.5. Musician

Watch the movie in the following link

https://youtu.be/nYPxPW8jgRk

1. Profile of the profession

A musician is a performing arts professional who uses an instrument to make music. He/she can be part of a band or orchestra or of various musical groups. The musician plays instruments or sings for a live audience in recording studios. He/she performs in a variety of styles such as classical, jazz, opera, hip-hop and rock.

Frequently, a musician also works as a composer.

2. Main activities

The activities carried out by a musician are:

a) playing on stage in concerts and shows;

b) playing in a band, orchestra or on stage along with a singer;

c) recording songs and albums;

d) practising his/her instrument;

e) auditioning for positions in orchestras, choruses and bands;

f) finding and booking locations for performances or concerts;

g) promoting his/her career by maintaining a website or a social network;

h) practising playing instruments.

3. Fields of application

Wind instruments

These instruments are usually composed by tubes and sound is produced by moving air inside them. Sounds are related with the length and movement of the column of air. Some examples of these instruments are the flute, horn and oboe. Musicians deal with: rehearsing every day alone and also with other musicians; and playing in concerts.

String instruments

The sound of these instruments is produced by the movement of strings when they are stroked or plucked. This vibration is usually amplified as the majority of them have a sounding board. Sound quality depends on the combination of strings and sounding board, which is frequently made of wood. Some examples of these instruments are the violin, double bass and harp. Musicians deal with: rehearsing every day alone and also with other musicians; and playing in concerts.

Percussion instruments

The sound of these instruments is produced by the vibration of a membrane or a surface. This oscillation can be made by using one's hands or drumsticks made of plastic or wood. Some examples of these instruments are drums, the xylophone and the rattle. Musicians deal with: rehearsing every day alone and also with other musicians; and playing in concerts.

4. Work environment

Public bodies

The army national band; universities; schools; music academies.

Freelancer/Private facilities

Freelancers (playing in more than one band and/or playing on stage with more than one singer or other artists).

Private bodies

Companies related to the performing arts (for example orchestras, bands and theatre companies); cinema; television; advertising.

5. Work schedules

Musicians don't usually have a fixed schedule. Shows can be at any time of the day or week.

Musicians can work during the day with rehearsals or practice and at night in shows.

Musicians have most of their shows at weekends or national holidays, and frequently stay away from home on tour.

6.1. Skills and abilities

Manual dexterity

Artistic skills

Acoustic skills

Interpretative skills

Communication skills

Time listening skills

6.2. Personal characteristics

Creativity

Focus

Discipline

Dedication

Empathy

Persistence

6.3. Interests and preferences

Interest in playing an instrument

Interest in going to concerts

Interest in listening to and writing music

Preference for arts subjects (music, learning and playing an instrument)

7. Education and training

Although a higher education course isn't mandatory to be a musician, training in music is highly valued. In addition to a higher education course, it is very important to practise from a young age to have solid competencies and skills.

1. Degree in music:

This is a three-year course that includes specific training in music and a specific instrument. This course includes knowledge of concrete fields of music such as history of music, composition, aesthetics, interpretation and also research.

2. Master's degree in music – instrument variant:

This is a two-year course that includes specific training in playing an instrument, seminars, a research project and artistic projects.

3. PhD on Music:

This is a four-year degree that includes an in-depth specialization in playing an instrument, specific training in musical pedagogy, research on theoretical fields and higher education teaching.

8. Pay

The average month salary is:

- Spain: from €2227 to €3864
- Portugal: from €1856 to €3220
- Bulgaria: from €564 to €934
- Italy: from €3371 to €5852
- Greece: from €2084 to €3618

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Singer

Composer

Actor/actress

Playwright

Orchestra leader

10. Useful links

Useful international links:

Worldwide Independent Network

Useful national links:

- Bulgaria:

Union of Bulgarian Musicians and Dancers

- Greece:

Music Heaven

- Italy:

Italian Musicians Association (ASSIM)

Italian Association of Amateur Musicians (AIMA)

- Portugal:

Independent Musicians Artists and Editors Association

- Spain:

Association of professional musicians

11. Role models

International Role Model:

Ennio Morricone

National Role Models:

- Bulgaria:

Anna-Maria Ravnopolska-Dean

- Greece:

Peridis Orfeas

- Italy:

Ennio Morricone

- Portugal

Carlos Paredes

- Spain:

Luis Eduardo Aute

5. ARTS, DESIGN & ARCHITECTURE

5.6. Designer

Watch the movie in the following link

https://youtu.be/idlQRKUKoDg

1. Profile of the profession

A fashion designer is a professional who designs garments, creates templates and oversees the entire process of making original clothing, accessories and footwear. He/she shapes new fashion trends and is responsible for the functionality and elegance of the garments and works in the field of men's, women's or children's clothing. The fashion designer designs and edits the costumes of the actors in a theatrical, film or television production.

2. Main activities

The main activities carried out by a fashion designer are:

a) being aware of the particularities of the human figure and exploring ways to highlight them;

b) studying fabrics, their properties and their processing, as well as the combination of different accessories, which they can also design themselves;

c) studying fashion trends and anticipating designs that will appeal to consumers;

d) sketching original clothing, following fashion requirements and public preferences, which they design by hand or on a PC;

e) making the corresponding template of paper or fabric and preparing the final modifications;

f) choosing the right fabric and cuts based on the model (template) they have designed;

g) refining the garment by rehearsing it on a special mannequin, while making any variations or modifications;

h) presenting design ideas to creative directors or showcasing their ideas in fashion or trade shows;

i) guiding and overseeing the entire production process, with full knowledge of manufacturing methods.

3. Fields of application

Fashion designers can work in a wide variety of settings, such as small fashion houses, large clothing, manufacturers and apparel companies, fashion retailers, fashion buyers, fashion magazines, on television and in photo studios as stylists. On television the Fashion designers deal with the costume styling of the protagonists and presenters.

Fashion designers can work in the following fields:

Accessory designer

Fashion designers deal with: design and production of items such as handbags, suitcases, belts, eyewear, scarves, hats and hosiery.

Jeweller and precious stone and metal worker

Fashion designers deal with: designing, constructing, adjusting, repairing, appraising and selling jewellery. Bench jewellers, also known as metal smiths, silversmiths, goldsmiths, and platinum smiths, are the most common type of jewellers.

Footwear designers

Fashion designers deal with: creation and participation in production of different

styles of shoes and boots. A footwear designer aims creating new designs that combine comfort, functionality and nice shape.

Textile designer

Fashion designers deal with: use of traditional and modern textile manufacturing and decoration processes to create textiles for clothing and furnishings.

Costume designer

Fashion designers deal with: creating and matching the outfits in environments such as cinema, theatre, television and advertising. Fashion designers can also be employees of fashion houses and/or freelancers by opening their own business.

4. Work environment

Freelancer/private bodies

Freelancer;

Textile industry; small fashion houses; large clothing manufacturers and apparel companies; fashion retailers; fashion buyers; fashion magazines; theatre; advertising; television (they design the costumes and styling of the protagonists and presenters); photo studios as stylists; internet and ecommerce,

5. Work schedules

Fashion designers occasionally work many hours to meet production deadlines or prepare for fashion shows. Generally, designers who freelance are under contract. These designers often have long workdays that require them to adjust to their clients' schedules and deadlines.

Costumes designers work intensively and under time pressure. They have no defined working hours or fixed rest days and all their work depends on the specific task to be performed and the time of delivery. Also, during filming, they are constantly at the ready to deal with any problem that may arise.

6.1 Skills and abilities

Aesthetic skills

Time management skills

Communication and verbal skills

Artistic skills

Computer design skills

Design and drawing skills

Sewing and tailoring skills

6.2 Personal characteristics

Creativity

Motivation

Accuracy

Organization

Persuasion

Patience

Self-control

6.3 Interests and preferences

Interest in style

Interest in design Interest in illustration

Interest in shapes and colours

Interest in different kinds of clothing and accessories and in attempting to combine all of them

7. Education and training

1. Bachelor's degree in design

This is a three-year course of study. In this course students acquire the necessary knowledge to design industrial products with related services, graphic and analogical as well as digital visual communication products, tools for organizing and communicating events and for setting up, even temporarily, indoor and outdoor spaces.

2. Master's degree in design

This is a two-year course of study aimed at training a professional figure who is able to respond in an innovative way to the complexity of problems related to the design, implementation, management and maintenance at architectural and interior scale.

8. Pay

The average monthly salary is:

- Spain: from €1240 to €2807
- Portugal: from €1166 to €2374
- Bulgaria: from €443 to €1157
- Italy: from €1595 to €3199
- Greece: from €1204 to €2510

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Art director

Graphic designer

Industrial designer

Jeweller, silversmith, goldsmith

Fashion model

10. Links related to the profession

Useful international links:

International Association of Designers

Useful national links:

- Bulgaria:

Association of Fashion and Textile Designers in Bulgaria

- Greece:

Akto Designer

- Italy:

Association for Industrial Design

Italian Visual Communication Design Association (AIAP)

- Portugal:

National Association of Designers

- Spain:

Official Organization of designers

General Counsel

- Portugal

Philippe Starck

- Spain:

Mariano Fortuny y Madrazo

11. Role models

International Role Model:

Philippe Starck

National Role Models:

- Bulgaria:

Evgenia Zhivkova

- Greece:

Duros Theodoros

- Italy:

Fabio Novembre

5. ARTS, DESIGN & ARCHITECTURE

5.7. Architect

Watch the movie in the following link

https://youtu.be/HNLvNa7lXu8

1. Profile of the profession

An architect is a professional who deals with the creation, planning and design of buildings for residential, commercial, industrial or urban purposes and supervision of construction or renovation of existing buildings and examines their structural integrity to determine whether a building could be used as a habitation. He/she often collaborates with workers in related occupations, such as civil engineers, urban and regional planners and interior designers.

2. Main activities

The main activities carried out by the architect are:

a) processing scaled images of buildings and structures using specialized software;

b) meeting the clients to determine objectives and requirements for structures;

c) considering environmental factors that may affect the integrity of the building (e.g. temperature, altitude, wind strength and weather phenomena);

d) preparing structure specifications;

f) managing construction contracts;

g) visiting worksites to ensure that construction follows the architectural plans;

h) drawing up reports containing information on the costs of materials, labour, permits and other necessary documents and the estimated construction time.

3. Fields of application

Architecture of spatial planning

Architects with expertise in spatial planning deal with: the plan of the territory, landscape, environment and city; carrying out and coordination of complex and specialized analyses of urban, territorial, landscape and environmental structures; coordination and management of environmental assessment activities and feasibility of urban and territorial plans and projects, strategies, policies and projects of urban and territorial transformation.

Architecture expert of landscaping

Architects with expertise in landscaping deal with: the design and management of gardens and parks, drafting of landscape plans; restoration of parks and historic gardens; diagnosing the processes of deterioration and disruption of architectural and environmental heritage; and identification of interventions and techniques aimed at their conservation.

4. Work environment

Public bodies:

Employee in municipal, provincial or regional entities or other public bodies; universities; and public research institutes.

Private facilities:

Real estate companies; private entity; foundations; private research institutions; private companies; professional firms.

5. Work schedules

Public and private bodies

Architects with expertise in spatial planning and in landscaping employed in public or private bodies work full time during normal working hours.

Architects with expertise in spatial planning and in landscaping working in the professional practice may be able to set their own working hours and/or decide to carry out their activities even during non-working hours (early morning or evening hours) or at weekends to satisfy clients.

6.1 Skills and abilities

Organizational skills

Time management skills

Communication and listen skills

Social and interpersonal skills

Engineering and mathematical skills

Problem-solving skills

6.2 Personal characteristics

Creativity

Leadership spirit

Teamworking spirit

Determination

Attention to details

Autonomy

Logic and analytical thought

6.3 Interests and preferences

Interest in graphics and drawing

Interest in arts and technologies

Interest in urbanism and territory

Interest in planning, analytical and imaginative issues

Interest in team and cooperation working

7. Education and training

1. Master's degree in architecture

This is a five-year course of study that provides knowledge about history and theories of architecture and the related arts, technologies and human sciences; knowledge for create architectural designs that meet aesthetic and technical requirements; urban planning, planning processes; methods of investigation and preparation of the construction project. In Italy, to access the course it is necessary to pass an admission test which requires adequate preparation in general culture, logical reasoning, history, drawing and representation, physics and mathematics. Before graduation, there are training activities, such as workshops, that propose design experiences structured as participation in the architectural competitions.

2. Qualification for the profession and enrolment in the Register of Architects (Section A)

In Italy, it is necessary to take a state exam and then join the regional Register of Architects to practise the Profession of architect. The state exam includes two written tests (on cultural and technical conservation) and an oral test (on the contents of the written tests and the knowledge of the ethical code). Without enrolment in the Register of Architects, architects cannot practise their activities.

8. Pay

The average monthly salary is:

- Spain: from €1029 to €3430
- Portugal: from €999 to €2920
- Bulgaria: from €437 to €1050
- Italy: from €1279 to €4126
- Greece: from €1008 to €3006

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Engineer

Geometer

Interior Designer

Graphic Designer

Business Developer

10. Useful Links

Useful international links:

American Institute of Architects (AIA)

International Union of Architects (UIA)

Useful national links:

- Bulgaria:

Union of Bulgarian Architects

- Greece:

Association of Architects

- Italy:

National Council of Architects Landscape Planners and Conservators

Italian Association of Landscape Architecture

- Portugal:

Architects National Order

- Spain:

Spanish official Organization of architects

Association of architects

11. Role models

International Role Model:

Le Corbusier

National Role Models:

- Bulgaria:

Kolju Fičeto

- Greece:

Poulopoulos Konstantinos

- Italy:

Renzo Piano

- Portugal

Manuel Salgado

- Spain:

Santiago Calatrava

6. SOCIAL AND TECHNICAL SERVICES

6.1. Police Officer

Watch the movie in the following link

https://youtu.be/9A9LauHyOzc

1. Profile of the profession

A police officer is a professional who is an integral part of the police force and is responsible for maintaining public order and ensuring safety of the citizens and is subject to the political authority of the state. He/she has the primary duty of discouraging and investigating crimes against persons or affecting public order, as well as carrying out arrests of suspects and reporting to the competent authorities. The police officer ensures safety in public spaces, as well as during emergency/disaster situations and search and rescue operations. He/she also maintains social harmony as a necessary condition for the exercise of public rights and freedoms.

2. Main activities

The main activities carried out by the police officer are:

a) ensuring enforcement of the law and general provisions, carrying out orders issued by the authorities, acting within the scope of their respective competences;

b) assisting and protecting persons and ensuring the protection and preservation of property at risk for any reason;

c) doing surveillance and protection of public buildings and facilities, as required;

d) ensuring protection and security to high-profile individuals;

e) maintaining and restoring order and citizen safety, when required;

f) preventing the commission of criminal acts;

g) investigating crimes to identify and arrest any alleged perpetrators, safeguarding instruments, effects and evidence related to the offence, making them available to the relevant judge or court, and drawing up any necessary technical and expert reports;

h) collaborating with the civil protection services in situations of serious risk, catastrophe or public disaster, pursuant to the terms stipulated in the civil protection legislation.

3. Fields of application

Forensic Science Police

Police officers deal with: providing criminalistic laboratory services; technical investigation; identification and preparing technical and expert reports.

Public Security

Police officers deal with: management and organization of everything related to the protection, preservation and restoration of public safety; connection of information with private security companies and personnel; watching over all public events; and protecting high-profile individuals and buildings and facilities when required.

Judicial Police

Police officers deal with: investigating and prosecuting drug offences (Organized Crime and Drugs Central Unit); investigating and prosecuting criminal activities against persons, property, copyright and environment (Unit of Specialized and Violent Delinquency); supporting and assisting the General Commissary in the management and

decision-making functions (Criminal Intelligence Central Unit); investigating and prosecuting activities related to fiscal and economic delinquency (Unit of Economic and Fiscal Delinquency); investigating criminal activities that involve the use of information and communications technologies and any type of cybercrime such as child pornography or social networks (Technological Research Unit).

Foreigners and Borders

Police officers deal with: controlling the entry of foreigners to and from the national territory; and prevention and pursuit of illegal immigration.

Information

Police officers deal with: collecting, receiving, processing and development of information of interest to the public order and security; and using the information focusing on anti-terrorism matters at a national and international level.

4. Work environment

Public bodies:

Public Security Police; commissariat; Forensic Science Police Department; Judicial Police; Foreigners and Borders Services.

5. Work schedules

Public and private bodies

The working hours of police officers vary according to the type of speciality and management role they perform.

They usually work morning, afternoon and night shifts, including weekends and public holidays.

6.1 Skills and abilities

Observation skills

Logical skills

Communication skills

Writing skills

Teamworking skills

Problem-solving skills

Decision-making skills

Physical skills

Basic ICT and typing skills

6.2 Personal characteristics

Honesty

Concentration

Attention to detail

Calm

Motivation

Organization

Entrepreneurial spirit

6.3 Interests and preferences

Interest in society

Interest in directing people Interest in organizing activities

Interest in respecting the rules and making them respected

Interest in situations management

7. Education and training

A higher education course isn't mandatory to be a police officer but it is valued.

A person pursuing a career in this specific field must take a competitive examination or qualifying examination. This competition or examination will consist of physical, written and psycho-technical tests. The requirements vary from country to country.

8. Pay

The average monthly salary is:

- Spain: from €1240 to €2555
- Portugal: from €1121 to €2138
- Bulgaria: from €445 to €697
- Italy: from €1511 to €2916
- Greece: from €1172 to €2237

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Detective

Private investigator

Security guard

Correction officer

Secret service agent

10. Useful Links

Useful international links:

Study.com

Prospects.ac.uk

Useful national links:

- Bulgaria:

Ministry of the Interior Affairs

- Greece:

Hellenic Police

- Italy:

National Association of State Police

Italian Police officers Association

- Portugal:

Public Security Police

- Spain:

National Police

Association of police officers

11. Role models

International Role Model:

Margaret Oliver

National Role Models:

- Bulgaria:

Nikola Geshev

- Greece:

- Italy:

Joe Petrosino

- Portugal

Humberto Delgado

- Spain:

Jesús Gayoso Rey

6. SOCIAL AND TECHNICAL SERVICES

6.2. Firefighter

Watch the movie in the following link

https://youtu.be/CuttmLxYClQ

1. Profile of the profession

The firefighter is a professional who is an important part of the field of public health and safety. The firefighter is the first unit in the fight against fires, often having to work in conditions of high stress and deal with crisis situations. The profession of firefighter is associated with a high level of risk. He/she has tremendous courage, dedication and sacrifice and this profession does not tolerate individual heroism. The firefighter should be continuously contactable, as modern technologies allow, as this is decisive for the performance of the firefighter's duties and actions.

2. Main activities

The main activities carried out by the firefighter are:

a) protecting citizens during emergencies;

b) quenching fires, driving fire trucks and other emergency vehicles, operating with hoses, fire extinguishers and pumps;

c) seek and rescue of victims in burning buildings and other emergencies such as chemical spills;

d) preventing fire damage by conducting observations and hazard checks and implementing compliance measures;

e) preparing citizens to prevent fire damage by developing and conducting educational and training programmes;

f) ensuring availability of water at the place of fire by testing hydrant cranes, request and acceleration of repairs and inspection of repairs;

g) minimizing fire damage by reacting to alarms, driving and operating equipment, regulating water pressure, fighting and extinguishing fires, rescuing and reviving people.

h) ensuring the operation of the equipment by complying with the preventive maintenance requirements following the manufacturer's instructions and performing troubleshooting when necessary.

3. Fields of application

Public bodies

The firefighters deal with: helping to protect the population in emergencies. Firefighters attend to a wide variety of calls in addition to the case of fires, helping in car crashes, chemical spills, floods and rescuing people.

4. Work environment

Public bodies:

Local authorities' firefighting services; airports and harbours; the armed forces.

Private facilities:

A small number of industrial organizations (such as those in the chemical, nuclear, gas and petroleum industries).

5. Work schedules

Depending on the different working environments, the working schedule of firefighters can be 24 hours or 8-12 hours. They usually work morning, afternoon and night shifts, including weekends and public holidays.

6.1. Skills and abilities

Physical skills

Decision-making skills

Problem-solving skills

Communication skills

Teamworking skills

Interpersonal and social skills

6.2. Personal characteristics

Objectivity

Adaptability

Self-control

Responsibility

Reliability

Tolerance

Flexibility

6.3. Interests and preferences

Interest in machines and tools

Interest in teamwork

Interest in society

Interest in situation management

Interest in dangerous situations

7. Education and training

A higher education course isn't mandatory to be a firefighter but is valued.

A person pursuing a career in this specific field must take a competitive examination or qualifying examination. This competition or examination will consist of physical, written and psycho-technical tests. The requirements vary from country to country.

8. Pay

The average monthly salary is:

- Spain: from €1050 to €2343
- Portugal: from €1161 to €1964
- Bulgaria: from €472 to €667
- Italy: from €1396 to €2702
- Greece: from €1101 to €2051

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Forest and environmental worker

Forest and nature conservation

Hazardous materials removal worker

Police Officer

Emergency medical technician

Fire investigator

10. Useful links

Useful international links:

Federation of the European Union Fire Officers Associations

European Firefighters Unions Alliance

Useful national links:

- Bulgaria:

Ministry of Interior Affairs, General Directorate "Fire Safety and Protection of the Population"

Firefighters' National Union "Firefighter"

- Greece:

Hellenic Fireservice

- Italy:

National Firefighters Association

National Association of Professionals for Prevention and Emergencies - Firefighter (ANNPPE - VVF)

- Portugal:

Portuguese Firefighters National Association

- Spain:

Spanish Official Organization of Firefighters

11. Role models

International Role Model:

Jack Pritchard

National Role Models:

- Bulgaria:

Vesselin Getov

Ivailo Dimitrov

- Italy:

Romolo Musilli

- Portugal:

José Augusto Fernandes

- Spain:

Cuerpo Bomberos Madrid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6. SOCIAL AND TECHNICAL SERVICES

6.3. Military Serviceperson (including officers)

Watch the movie in the following link

https://youtu.be/z7H4muu3KIE

1. Profile of the profession

A military serviceperson is a professional who serves in the armed forces of the country. He/she may be in active service as a soldier, sailor, and pilot. The military serviceperson (military officer) does not have to be a military person trained for specific operations; in almost every armed force in the world, there is a corps of civilian employees who perform the administrative functions at the army.

2. Main activities

The main activities carried out by a military serviceperson are:

a) participating in missions in the country and abroad;

b) performing peacekeeping activities at the borders of the country and the population;

c) planning, organizing, and leading troops and activities in military operations;

d) managing enlisted personnel;

e) operating and commanding aircraft, ships, or armoured vehicles;

f) providing medical, legal, engineering, and other services to military personnel

g) preparing programs and strategies for improving national security;

h) participating in training and international exchanges in order to achieve better cooperation with servicepersons from other countries;

i) participating in the prevention and resolution of crises and conflicts.

3. Fields of application

Civilian Serviceman

Military servicepersons deal with: administrative structure of ministries, agencies and organizations for military purposes.

Soldier

Military servicepersons deal with: participating in various military missions in the country or around the world.

4. Work environment

Public Bodies:

Ministry, agencies and institutions related to national defence (combat arms: infantry, cavalry or armoured corps; and combat support arms: providing support through IT, engineering, communications, logistics or healthcare).

5. Work schedules

Civilian servicepersons usually work full-time. Occasionally it is possible to work more than 40 hours and that includes and night shifts. Servicepersons working in one of the three main subdivision of the army work on shifts and there are night shifts.

Soldiers participating in missions and trainings spend months away from home.

6.1. Skills and abilities

Organizational skills

Teamworking skills

Problem-solving skills

Observational skills

Communication skills

Listening skills

6.2. Personal characteristics

Responsibility

Conscientiousness

Accuracy

Practicality

Attention to Detail

Self-discipline

6.3. Interests and preferences

Interest in dangerous situations

Interest in arms and machines

Interest in society

Interest in respecting the rules

Interest in physical work

7. Education and training

A higher education course isn't mandatory to be a military serviceperson but is valued.

A person pursuing a career in this specific field must take a competitive examination or qualifying examination. This competition or examination will consist of physical, written and psycho-technical tests. The requirements vary from country to country.

8. Pay

The average monthly salary is:

- Spain: from €3431 to €3916
- Portugal: from €645 to €1849
- Bulgaria: from €486 to €853
- Italy: from €1457 to €2158
- Greece: from €920 to €3180

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Police Officer

Military Police Officer

Security guard

Navy operations specialist

Air force pilot

10. Useful links

Useful international links:

United States Armed Forces

Useful national links:

- Bulgaria:

Ministry of Interior Affairs

Ministry of Defense

- Greece:

Ministry of Defence

- Italy:

Weapons and Corps Association

National Association of Armed Forces and Armed Corps Volunteers of Italy

- Portugal:

Portuguese Army

- Spain:

Professional Association of military officers

11. Role models

International Role Model:

Napoleon Bonaparte

National Role Models:

- Bulgaria:

Rumen Georgiev Radev

- Italy:

Andrea Bafile

- Portugal:

Vitor Alves

- Spain:

Antonio Primo de Rivera

6. SOCIAL AND TECHNICAL SERVICES

6.4. Yoga Teacher

Watch the movie in the following link

https://youtu.be/26aYN26tZEM

1. Profile of the profession

A yoga teacher is a professional who has the responsibility to help people feel better about themselves on a physical and emotional level. They require an education in body awareness, anatomy, exercise and an understanding of how the body moves, breath work, meditation and a teacher should have a solid understanding of yoga philosophy about life and the 'spirit'. They are educated and taught to represent an ethical way of living through example. The profession recognizes the study of energy & consciousness. They also work therapeutically to heal physical and emotional ailments through exercise and precise movement. Yoga can heal every aspect of the body, physically, physiologically and psychologically. Connection of mind, body and spirit is the key goal.

2. Main activities

The activities carried out by the yoga teacher are:

a) supporting individuals physically and emotionally;

b) gathering information from the client's history;

c) organizing a routine of yoga poses and breathing techniques to target the physical and emotional issues of the client;

d) revaluating weekly their routine;

e) organizing workshops for groups with various themes, asanas, meditation and pranayama;

f) extending education and studies of yoga asanas, pranayama and meditation and anatomy and yoga nidra;

3. Fields of application

Yoga teachers deals with: teaching classes in studios, health clinics or gymnasiums, which can focus on a wide variety of types of yoga, such as Ananda, Hatha, Swásthya, Raja, Sivananda and other.

4. Work environment

Public bodies:

Public schools, municipalities

Private facilities:

Yoga studio; private residences (private lessons); outdoor, beach; gardens in nature; retreat centre; gym facilities; private educational institutions; private clinics; companies.

5. Work schedules

The work schedule can vary from 5 am starting meditation to 9 pm approximately. Morning is a great time to practise yoga, meditation and breathing. Classes can run all day depending on the studio or the private classes. Classes normally run from 1 hour to 2 hours.

Workshops run from 2 hours to all day workshops with pauses in between. Workshops run from 1 to 3 days normally about 5 to 6 hours per day with breaks in between.

Therapy yoga normally runs 60 to 90 minutes long.

6.1. Skills and abilities

Teamworking skills

Interpersonal and social skills

Anatomy and functional body movement skills

Intuitive body intelligence

Observation skills

Communication and verbal skills

Meditation skills

6.2. Personal characteristics

Reliability

Discipline

Self-control

Determination

Empathy

Self-employed entrepreneurship

6.3. Interests and preferences

Interest in people and their well-being

Interest in social relationships, social activities and people interactions

Interests for teaching people to understand their body somatically

Interest in nature and energy Interest in continuous education

7. Education and training

To be a yoga teacher, there is no requirement for specific educative path. The most important training is the physical, not the academic. To be a yoga teacher, it is necessary to do practical training for long hours every day, in order to attain perfection of movement.

Despite this, there are education options.

1. Training courses for yoga teachers

There are no real laws that establish how to become a certified yoga teacher but there are training institutes that are committed to teaching yoga by adopting the EBP (European Basic Program) which protects teachers who follow this path and allows them to obtain a certification valid anywhere in Europe.

8. Pay

The average monthly salary is:

- Spain: from €929 to €1400
- Portugal: from €774 to €1167
- Bulgaria: from €312 to €463
- Italy: from €1314 to €1700
- Greece: from €1155 to €1265

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Anatomy and functional anatomy teacher

Osteopath

Osteopath or physical therapist

Pilates instructor

Body awareness therapist

Eastern philosophy teacher

10. Useful links

Useful international links:

British Wheel of Yoga

Yoga Alliance USA

Useful national links:

- Bulgaria:

Bulgarian Federation of Yoga

- Greece:

Yoga in Athens

- Italy:

Yoga National Teachers' Association (YANI)

Italian Yoga Federation

- Portugal:

Yoga Portuguese Federation

- Spain:

Yoga Alliance of Spain

11. Role models

International Role Model:

Lori

National Role Models:

- Bulgaria:

Ventsislav Evtimov

- Italy:

Paolo Proietti

- Portugal:

Jean-Pierre Oliveira

- Spain:

Cosmin Iancu

6. SOCIAL AND TECHNICAL SERVICES

6.5. Fitness Instructor

Watch the movie in the following link

https://youtu.be/3PWcKQF8zdM

1. Profile of the profession

A fitness instructor is a professional who designs training plans and follows clients during their practice. He/she has training in physical education and expertise in basic training principles, so that he/she is able to design training plans that meet clients' goals, needs and limitations. A fitness instructor can follow one client at a time or can also give class instruction, for example Pilates, body balance and CrossFit.

2. Main activities

The activities carried out by a fitness instructor are:

a) designing and adjusting training plans adapted to each client;

b) evaluating people's physical needs and goals;

c) understanding people's resources and limitations, not only physical but also related to time management;

d) following clients' training, giving motivation and support, correcting posture and improving performance;

e) giving group classes indoors (for example: Pilates, body balance) or outdoors;

f) supporting the development and delivery of fitness programmes;

g) ensuring the safety of clients during training sessions;

h) assisting clients in reaching individual goals.

3. Fields of application

Indoor activities

Fitness instructors deal with: giving practice of indoor activities in gymnasiums, where he/she can do individual monitoring or group classes that fit general needs (for example: Pilates, body balance, HIIT, cycling, CrossFit), using materials such as dumbbells and Olympic bars or just using body weight.

Outdoor activities

Fitness instructors deal with: giving practice of outdoor activities in gardens, squares, or on the street, that fit general needs. This type of activity can be done in groups or individually, using materials such as dumbbells and Olympic bars or just using body weight.

Individual monitoring

Fitness instructors, or personal trainers, deal with: individual monitoring, adapting training plans, exercises and intensity to each of their clients. This requires a great effort due the need to evaluate each client's needs, goals, limitations and also interests.

4. Work environment

Public bodies:

Municipalities' and local authorities' gymnasiums (for example: specific training for elders' mobility, sports entertainment, reduced mobility).

Private facilities:

Companies, gymnasiums (for example: cycling, HIIT, yoga, body balance), digital

platforms (to promote exercise at home or outdoors); videos of training plans.

5. Work schedules

Public and private bodies

Fitness instructors work full or part time in shifts that can go from 7 am until 11 pm. Some activities can be carried out at weekends or national holidays.

Fitness instructors working in gymnasiums have full- or part-time shifts that can go from 7 am to 11 pm, including weekends and national holidays.

6.1. Skills and abilities

Sport and athletic skills

Communication skills

Relationship skills

Physical skills

Time management skills

First aid techniques and skills

6.2. Personal characteristics

Motivation

Determination

Empathy

Genuineness

Adaptability

Entrepreneurship

6.3. Interests and preferences

Interest in physical activity

Interest in the preparation of training cards

Interest in watching sports programmes

Interest in helping others to achieve their objectives

Interest in healthy eating

7. Education and training

To be a fitness instructor, there is no requirement for specific educational path. The most important training is physical, not academic. It is necessary to do practical training for long hours every day in order to attain perfection of movement.

Despite this, there are education options.

1. Degree in physical education: This is a three-year course that includes specific training in all sports, from swimming to dancing, and also on nutrition and anatomy.

2. Post-graduate course in personal training:

This is a short-duration course that includes specific, specialized training, functional training and prescribing training. This includes the skills to be a certificated fitness instructor.

8. Pay

The average monthly salary is:

- Spain: from €1015 to €2117
- Portugal: from €879 to €1764
- Bulgaria: from €307 to €907
- Italy: from €1170 to €2568
- Greece: from €934 to €1827

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Sports coach

Athlete

Yoga teacher

Physical education teacher

Trainer

10. Useful links

Useful international links:

Athletic and Fitness Association of America

National Association for Fitness Certification

Useful national links:

- Bulgaria:

Fitness Academy Bulgaria

- Greece:

Department of Physical Education and Sport Science -University of Thessaly

- Italy:

Italian Fitness Federation

Italian Sports Association (ASI)

- Portugal:

Physical Exercise Technicians Portuguese Association

- Spain:

Spanish Federation of Fitness instructor

11. Role models

International Role Model:

Jill Cooper

National Role Models:

- Bulgaria:

Stanislav Slaveykov

- Italy:

Sergio Chisari

- Portugal:

Paulo Teixeira

- Spain:

Cesc Escola

6. SOCIAL AND TECHNICAL SERVICES

6.6. Electrician

Watch the movie in the following link

https://youtu.be/xeJlvFmsOpU

1. Profile of the profession

An electrician is a professional who works on electrical equipment in homes, factories, businesses and buildings, both existing and under construction, to install, repair and maintain power, lighting, communications and control systems. He/she is responsible for installing and repairing complex electrical control, wiring and lighting systems working from a technical blueprint.

2. Main activities

The main activities carried out by the electrician are:

a) installing, maintaining and repairing electrical control, wiring, and lighting systems;

b) reading technical diagrams and blueprints;

c) performing general electrical maintenance;

d) inspecting transformers and circuit breakers and other electrical components;

e) troubleshooting electrical issues using appropriate testing devices;

f) repairing and replacing equipment, electrical wiring, or fixtures;

g) following National Electrical Code state and local building regulations;

h) repairing heating and air conditioning systems;

i) using various test equipment.

3. Fields of application

Electricians can work at a variety of fields, such as construction, telecommunications, repairs of electrical appliances and aviation.

Alternative power generation

Electricians deal with: solar and wind energy which is an emerging field that should require more electricians for installation. Increasingly, electricians will be needed to link these alternative power sources to homes and power grids over the coming decade.

With greater efficiency and reliability of newer manufacturing plants, demand for electricians in manufacturing should increase as more electricians are needed to install and maintain systems. However, this increase in demand will be partially offset by the closing of older facilities.

4. Work environment

Public bodies:

Municipalities; vocational training schools.

Private facilities:

Private companies; electricity companies; building companies; home renovation companies; automotive industry; telecommunication companies; aviation; aviation industries.

5. Work schedules

Electricians work at different locations for a certain period of time. They enjoy year-round job opportunities. Maintenance electricians usually have regular working schedule, which they

complete in a typical 40-hour week. Some electricians work on call and put in extra hours to troubleshoot urgent problems. In contrast, independent electrical contractors and junior electricians do not have regular working hours.

6.1. Skills and abilities

Electrical standards knowledge

Mathematical and scientific skills

Good comprehension skills

Keen eyesight and hand-eye coordination skills

Time management skills

Problem-solving skills

Customer service skills

6.2. Personal characteristics

Responsibility

Mental resilience

Precision

Observation

Attention to detail

Patience

Independence

6.3. Interests and preferences

Interest in buildings

Interest in the areas organization Interest in tools and machines

Interest in assembly and disassembly of electrical appliances

Interest in mathematics and physics

Interest in electrotechnics and electronics

7. Education and training

To be an electrician, there is no requirement for specific educative path.

Despite this, there are education options.

1. High school diploma in a technical school

Some electricians start out by attending a technical school. Many technical schools offer programmes related to circuitry, safety practices, and basic electrical information. Graduates usually receive credit toward their apprenticeship.

After completing their initial training, electricians may be required to take continuing education courses. These courses are usually related to safety practices, changes to the electrical code, and training from manufacturers in specific products.

8. Pay

The average monthly salary is:

- Spain: from €1239 to €2469
- Portugal: from €1047 to €2007
- Bulgaria: from €442 to €856
- Italy: from €1347 to €2828
- Greece: from €1086 to €2112

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Air conditioning installer

Domestic/residential electrician

Maintenance electricians

Highway systems electrician

Electrical instrumentation technician

Security and fire alarm installer

10. Useful links

Useful international links:

Letuswork Europe T.I.C.O.F.

Useful national links:

- Bulgaria:

Union of Electronics, Electrical Engineering and Telecommunications (CEEC)

- Greece:

Official organization of Greek electricians

- Italy:

Artisans Association

National Confederation of Crafts and Small and Medium-sized Enterprises

- Portugal:

Portugal Installers Association

- Spain:

Spanish Official Organization of electricians

Professional Training Organization

11. Role models

International Role Model:

Nikola Tesla

National Role Models:

- Bulgaria:

Dimitar Niagolov

- Italy:

Roberto Scricciolo

- Portugal:

Jorge Silva

- Spain:

Famous men who marked electricity history

6. SOCIAL AND TECHNICAL SERVICES

6.7. Plumber

Watch the movie in the following link

https://youtu.be/RT43ItyLKI0

1. Profile of the profession

A plumber is a professional who performs installations, repairs and maintenance work on hot- and cold-water pipes, sanitary facilities, heating systems, gas supply systems and drainage systems in places like kitchens, bathrooms and heating. He/she works on installations in homes, commercial premises, industries, workshops and other places. The plumber uses different types of hand and power tools: spanners, wrenches, saws, cutters and welding equipment. He/she cuts, bends, joins and fixes materials such as lead, copper, aluminium, zinc and plastic.

2. Main activities

The main activities carried out by the plumber are:

a) checking installed equipment to ensure that it works efficiently and safely;

b) maintenance and repair work: detecting breakdowns, replacing or repairing damaged parts, performing tests and ensuring that the system works properly;

c) doing emergency repairs;

d) installing central heating systems and their pipes, drainage systems and large cooling systems for industry;

e) installing pipes and fixtures;

f) collaborating with contractors, construction workers, electricians and others;

g) analysing problems and identifying appropriate tools and materials for repair;

h) writing reports documenting the problem and summary of actions taken.

3. Fields of application

Domestic

Plumbers deal with: repairing breakdowns in homes, residential complexes or urbanizations.

Industrial

Plumbers deal with: installation and maintenance of commercial facilities and machinery, ships and planes.

Construction

Plumbers deal with: installation of systems in new constructions, such as houses, industries and others.

Public institutions

Plumbers deals with: installation and maintenance in city councils, etc.

4. Work environment

Public Bodies

Municipalities; public institutions; vocational training schools

Private facilities

Private companies; buildings (individual and collective housing, restaurants, hotels, offices and shops); industries; shopping centres; boats, planes and other large means of transport; companies of thermal and fluid installations related to the subsectors of commercial refrigeration, industrial refrigeration and air conditioning.

5. Work schedules

Public and private bodies

If you are self-employed, the schedule follows your own criteria according to the work demands you must meet.

If you are included in a company, you follow the general timetable established like the rest of the workers.

6.1. Skills and abilities

Physical skills

Interpersonal skills

Problem-solving skills

Decision-making skills

Teamworking skills

Manual dexterity

6.2. Personal characteristics

Attention to details

Accuracy

Responsibility

Kindness

Methodology

Practicality

Precise

Flexibility

6.3. Interests and preferences

Interest for community service

Interest for contact with people

Interest for manual work

Interest for tools

Interest for maintenance and repair

7. Education and training

To be a plumber, there is no requirement for specific educative path. The more important training is the physical, not the academic.

Despite this, there are education options.

1. Professional basic training

This is the most basic level of qualification; the student reaches the level of assistant or helper. It teaches specific contents of plumbing and common blocks of applied sciences and communication and social sciences.

2. Medium-grade training cycle

This is the intermediate level of qualification. The student can carry out functions of elaboration, execution and accomplishment of works. This training allows work to be carried out autonomously with specific instruments and techniques.

3. Higher grade training cycle

This is related to organizational, coordination, planning, control and supervision functions. This training will allow activities to be undertaken in an autonomous way, mastering different techniques, with responsibility for the coordination and supervision of technical and specialized work.

8. Pay

The average monthly salary is:

- Spain: from €1246 to €2458
- Portugal: from €987 to €2166
- Bulgaria: from €429 to €810
- Italy: from €1420 to €3039
- Greece: from €1043 to €2253

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Plant maintenance mechanic

Industrial or construction machinery mechanic

Boilermaker

Construction and building inspector

Heating, air conditioning and refrigeration mechanic and installer

10. Useful links

Useful international links:

World Plumbing Counsel

Plumbing Organization

Useful national links:

- Bulgaria:

Professional education Center

- Greece:

Official organization of Athens' plumbers

- Italy:

Hydraulic Training Association (AFI.IM)

National Confederation of Crafts and Small and Medium-sized Enterprises

- Portugal:

National Association for Quality on Building Installations

- Spain:

Spanish Plumber Organization

Professional Training

11. Role models

International Role Model:

Thomas Crapper

National Role Models:

- Bulgaria:

Hristo Bolgradov

- Italy:

Gerardo Rocco Pascucci

- Portugal:

Luís Carvalho

- Spain:

Not found

6. SOCIAL AND TECHNICAL SERVICES

6.8. Bank Desk Operator

Watch the movie in the following link

https://youtu.be/jlY0VSh7230

1. Profile of the profession

A bank desk operator is a professional who processes cheques and bank drafts and, in some cases, may process food stamp transactions or oversee batch processing of checks. He/she processes banking transactions captured remotely through branch capture and completes data entry, reject correction, and balancing functions to prepare transactions for processing using core banking system. A bank operator is responsible for handling customer financial transactions like deposits, withdrawals, transfers, money orders and checking.

2. Main activities

The main activities carried out by the bank operator are:

a) serving customers by completing account transactions;

b) providing account services to customers by receiving deposits and loan payments, cashing checks, issuing savings withdrawals, and recording night and mail deposits;

c) answering questions in person or on the telephone and referring customers to other bank services as necessary;

d) cross-selling bank products by answering inquiries, informing customers of new services and product promotions, ascertaining customers' needs, and directing customers to a branch representative;

e) completing special requests by closing accounts, taking orders for cheques, exchanging foreign currencies, completing safe-deposit box procedures, and providing special statements, copies, and referrals;

f) dealing with bank operations and security procedures by participating in all dual-control functions, maintaining customer traffic surveys, auditing other tellers' currency, and assisting in certification of proof;

g) maintaining customer confidence and protecting bank operations by keeping information confidential;

h) contributing to a team effort by accomplishing related results as needed.

3. Fields of application

Front-office operator

A front-office operator deals with: counter service in a branch; the public accessing banking services; welcoming customers, understanding and evaluating their needs and proposing products/ services; providing assistance to clients; and monitoring customer satisfaction.

Back-office operator

A back-office operator deals with: technical aspects related to the production and performance of typical bank function; organization and management activities (business administration, general affairs, personnel management); and administrative procedures. He/she works with everything that the customer does not see, but that allows the realization of the products or services intended for him/her.

4. Work environment

Public bodies:

Institutions

Private facilities:

Banks, credit unions, companies

5. Work schedules

The majority of bank operators work in bank branches for commercial banks, serving the general public.

In traditional banks operating hours are typically between 8 a.m. and 7 p.m. on weekdays. Banks are also opening branches in grocery stores and retail shops. These smaller branches often have extended hours, so bank operators willing to work part-time and evening hours will have additional opportunities to be hired at those locations.

6.1 Skills and abilities

Mathematical skills

Reasoning ability

Communication and verbal skills

Social and interpersonal skills

Financial skills

Computer skills

Customer-service skills

6.2 Personal characteristics

Responsibility

Self-control and stress management Determination

Logic and analytical thought

Initiative

Good judgment

Flexibility-adaptability

6.3 Interests and preferences

Interest in the area of persuasion

Interest in influencing, motivating and selling to other people

Interest in the organizational area

Interest in economic subjects Interest in marketing

7. Education and training

The paths of study to become a bank operator are different. Graduates in economics, political science or law are considered.

1.A Bachelor's degree in economics and master's degree in economics

The bachelor's degree course in economics offers training that meets the needs of different types of companies. The skills acquired by graduates during their studies can in fact be flexibly adapted to a variety of demands from the world of work. The degree course offers students the opportunity to acquire diversified skills both in the organizational-management, administrative-financial and credit sectors.

It is possible to work as bank operator with a bachelor's degree but sometimes students prefer to continue studying and graduate with a master's degree.

The master's degree in economics is a two-year course of study with the objective of transmitting in-depth knowledge and analysis methodologies regarding the business system. It is intended to train future managers and executives of companies, both private and public, operating in the various sectors of activity of the economic system, as well as business consultants and professionals.

1.B Bachelor's degree in political sciences and master's degree in political sciences

The bachelor's degree course in political sciences offers training with an excellent knowledge of the economic, legal, political, sociological and historical fields, in order to be able, at the end of studies, to evaluate and follow contemporary societies.

Often the three-year degree courses in political science, after a first common year, are divided into different courses among which there are usually always historical, economic, sociological, political and legal. Among the fundamental subjects of all the degree courses in political science all the fields of sociology, modern and contemporary history, political economy, statistics, political communication, political history, public and private law institutions.

It is possible to work as bank operator with a bachelor's degree but sometimes students prefer to continue studying and graduate with a master's degree.

The master's degree in political sciences is a two-year course of study with the objective of having a knowledge of method and scientific and professional content in the legal-institutional, political-economic, political-historical and sociological fields.

It allows the acquisition of interdisciplinary knowledge in the various fields mentioned above and to master the inductive methodologies of empirical research and experimental analysis of socio-political and economic-institutional phenomena.

1.C Master's degree in law

The master's degree course in law lasts five years and aims to train professionals with a higher level of legal preparation, which can be spent at national and international level. It allows a national and European legal culture and the ability to evaluate the institutions of positive law. Graduates will be able to produce clear and effective legal texts, have the capacity for interpretation, legal qualification, understanding and assessment of problems of interpretation and application of the law.

8. Pay

The average monthly salary is:

- Spain: from €1029 to €3446
- Portugal: from €944 to €2705
- Bulgaria: from €448 to €955
- Italy: from €1176 to €3742
- Greece: from €1101 to €2797

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Accounting clerk

Customer service representative

Information clerk

Loan officer Financial analyst

10. Useful Links

Useful international links:

- International Banking Security Association

- American Bankers Association

Useful national links:

- Bulgaria:

Ministry of Finance

The Association of Banks in Bulgaria

- Greece:

Greek union of Bank desk operators

- Italy:

Italian Association of Bankers

Autonomous Federation Italian Banking

- Portugal:

Portuguese Bank Association

- Spain:

Association of bank desk operators

11. Role models

International Role Model:

David Rockefeller

National Role Models:

- Bulgaria:

Pete Aladzhov

- Italy:

Ennio Doris

- Portugal:

Ricardo Salgado

- Spain:

Ana Patricia Botín

6. SOCIAL AND TECHNICAL SERVICES

6.9. Chef

Watch the movie in the following link

https://youtu.be/VtJDu1bCFuY

1. Profile of the profession

A chef is a professional who oversees the daily preparation of at restaurants, hotels, catering businesses, rest homes, cafes, bars and other places where food is served. He/she takes care of and organizes the operation of the kitchen, direct kitchen staff and handles any food-related concerns in accordance with the quality standards and the levels of hygiene. The chef could be described as a specialized and inspired person who can transform an elementary need, such as food, into artistic creation and gastronomic delight.

2. Main activities

The main activities carried out by a chef are:

a) examining the freshness of foods and their ingredients;

b) keeping up to date on new trends in culinary and pastry art, often travelling abroad and attending international events, exhibitions and meetings;

c) developing recipes and making decisions about how to present dishes;

d) designing menus and ensuring the quality of meals;

e) hiring, training and supervising staff (cooks and other food preparation workers);

f) distributing staff tasks fairly and making decisions about the everyday timetable;

g) observing, supervising and coordinating activities of cooks and other food preparation workers – preparing and cooking food according to customers' orders;

h) determining the quantity that will be prepared so that the resulting portions will be sufficient for daily demand;

i) ordering food supplies, checking their proper storage, keeping records of them and cooking equipment and supervising cleaning and dishwashing.

3. Fields of application

Chefs can work in a variety of fields, such as restaurants, independent businesses, hotel and leisure restaurants, cruise ships or trains, bars or cafes, corporate catering firms, private households and other food service establishments.

Private household chefs

Chefs deal with: planning the meals and cooking for one client, such as a corporate executive, university president or diplomat, who regularly entertains as part of his/her official duties.

Sous Chefs

When performing this role, the chef is a kitchen's second-in-command and deals with: supervision of the restaurant's cooks; preparation of meals; reporting results to the head chefs; and running the kitchen when the head chef is away.

Chefs de Partie

When performing this role, the chef deals with: management of his/her shift at their department; and replaces the sous chef when needed.

Demi Chefs

When performing this role, the chef deals with: replacement of chefs de partie when needed; follows the instructions of his/her supervisors; and supervises the work of kitchen assistants and trainees.

Commis chef

When performing this role, the chef deals with: performing the tasks assigned to them within the workplace.

Trainee

The trainee chef performs the cooking activities next to an experienced chef.

4. Work environment

Public bodies:

Hospitals; schools; government structures.

Private facilities:

Restaurants; catering businesses; hotels; cruise ships and trains; bars/cafes; food festivals and events; cooking competitions; private households; food service establishments; private kitchen training; private clinics; colleges; television; digital media; cooking books.

5. Work schedules

Most chefs and head cooks work full time, including early mornings, late evenings, weekends, and holidays. Many chefs and head cooks work more than 40 hours a week.

6.1 Skills and abilities

Time-management skills

Communication and verbal skills

Social and interpersonal skills

Dexterity

Leadership and business skills Stock management ability

Skills around how to price and set up a menu

6.2 Personal characteristics

Creativity

Reliability

Self-control

Flexibility

Innovation

Organization

Discipline

6.3 Interests/Preferences

Interest in food preparation and cooking

Interest in creativity

Interest in the nature and physical properties of foods

Interest in managing and coordinating others

Interest in exploring and finding new and innovating things

7. Education and Training

Although postsecondary education is not required for chefs, many attend programmes at culinary arts schools.

1. Culinary Schools

Students who study in programmes of culinary arts schools spend most of their time in kitchens, practising their cooking skills, which they have learnt at theoretical level. These programmes cover all aspects of kitchen work, including menu planning, personnel coordination, food sanitation procedures, and purchasing and inventory methods. Most training programmes also require students to gain experience in a commercial kitchen through an internship or apprenticeship programme.

8. Pay – Job Prospects

The average monthly salary is:

- Spain: from €1280 to €3574
- Portugal: from €1138 to €3048
- Bulgaria: from €447 to €1643
- Italy: from €1494 to €4139
- Greece: from €1162 to €3175

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Bartender

Food service manager

Food technologist

Recipe and product developer

Quality assurance manager

10. Useful links

Useful international links:

WORLDCHEFS

International Corporate Chefs Association

Useful national links:

- Bulgaria:

Bulgarian Association of Professional Chefs

- Greece:

Hellenic Chef's association

- Italy:

Professional Association of Italian Chefs

Italian Chef Association

- Portugal:

Professional Cookers Portuguese Association

- Spain:

School of chefs

Professional training

11. Role Models

International Role Model:

Gordon Ramsey

National Role Models:

- Bulgaria:

Ivan Manchev

- Greece:

Stergiou Spyridon

- Italy:

Carlo Cracco

- Portugal:

José Avillez

- Spain:

Quique Dacosta

6. SOCIAL AND TECHNICAL SERVICES

6.10. Tourist Guide

Watch the movie in the following link

https://youtu.be/gzo-Zjem1v4

1. Profile of the profession

A tourist guide is a professional who helps people to visit unfamiliar areas. He/she usually participates in trips with single tourists or in groups to show and describe important places and attractions. The tourist guide's work is very useful for visitors who arrive for the first time in some places because these professionals have historical and architectural knowledge that is very valuable to people. They familiarize people with the history, functions, and customs of a particular region or establishment. Though customers typically include foreigners on vacation, virtually any person can attend a tour.

2. Main activities

The main activities carried out by the tourist guide are:

a) greeting and welcoming customers to the tour;

b) informing customers about the itinerary for each tour;

c) planning itineraries in accordance with weather forecasts and the length of each tour;

d) scheduling visits and purchasing tickets to museums, galleries, protected parks and other attractions ahead of time, if required;

e) planning alternative activities in the event that cancellations, closures or weather prohibit attending scheduled events;

f) gathering and maintaining the requisite equipment for each tour;

g) being familiar with the layout and history of the region or establishment in which he/she works;

h) familiarizing customers with each region or establishment;

i) directing customers to other services that might be interest to them.

3. Fields of application

On-site attractions guide

An on-site attractions guide is specific to one or a limited number of venues, attractions, parks, garden or destinations. Tourist guides deal with: meeting and greeting tourists on arrival; and management of tourists and visitors while they are on site.

City guide

A city guide specializes in leading tours of one or more cities. City guides deal with: conducting city walks, bicycle tours, tours using public transport, etc. Some city guides work with city sightseeing companies that take tourists around a city and show them the main landmarks.

Mountain guide

Mountain guides deal with: guiding hikers and mountaineers along mountain paths and routes; covering the role of a professional mountaineer with in-depth knowledge of climbing, crossing snowfields and glaciers and all those activities related to the mountain, including emergency activities; giving this knowledge to hikers in the field; and assuring hikers are climbing in complete

safety protected from all the dangers (environmental and physiological) typical of mountain climbing on environmental and nature trails.

Sports tourist guide

A sports tourist guide accompanies individuals or groups of people in tourist-sports activities for which the knowledge and use of particular techniques is required.

4. Work environment

Public bodies:

Municipalities, provinces, public parks, cities, public museums, historical sites

Private facilities:

Hotels, resorts, parks, museums, historical sites, associations, agencies

5. Work schedules

Public bodies:

Municipalities; provinces; public parks; cities; public museums, historical sites

Private facilities:

Hotels; resorts; parks; museums; historical sites; associations; agencies.

6.1 Skills and abilities

Communication and verbal skills

Social and interpersonal skills

Presentation skills

Time management skills

Organizational skills Improvisational skills

Multiple languages skills

6.2 Personal characteristics

Initiative

Responsibility

Flexibility

Patience

Punctuality

Enthusiasm

Sense of direction

6.3 Interests and preferences

Interest in interaction with people from different backgrounds

Interest in influencing and motivating people

Interest in the organizational area

Interest in teaching people new information about a place

Interest in travelling

7. Education and training

To become a tourist guide you need a license certifying all your knowledge. To get this license, you need to attend specific training that can start from high school (e.g., diploma at a classical high school, art high school or technical institute for tourism).

A degree is also required, preferably with a focus on the art history course.

1. Qualification for the profession and enrolment in the Register of Tour Guides

Once you have obtained your degree you will be able to enrol in the state exam to finally obtain the qualification as a tourist guide. The state exam includes: a written test (with open questions and multiple-choice questions concerning legislation, tourism organization and Italian art history) an oral test (to verify the knowledge already examined with the written part and also to evaluate the linguistic skills) and a practical test (in which you will have to simulate a tourist visit completely guided by yourself).

Once you have obtained the qualification, you can be included in the national list of tourist guides of the Ministry of Cultural Heritage and Activities and Tourism and exercise the profession. The competitions to become a tourist guide are announced by the individual Regions or Provinces, generally every two years.

8. Pay

The average monthly salary is:

- Spain: from €916 to €2575
- Portugal: from €787 to €2162
- Bulgaria: from €348 to €1033
- Italy: from €1084 to €2948
- Greece: from €826 to €2258

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Flight attendant

Ticket agent

Travel agent

Interpreter

Translator

10. Useful Links

Useful international links:

Association for International Travel and Tourism

International Tourism Association of Professionals

Useful national links:

- Bulgaria:

Ministry of Tourism

Bulgarian Union of Balneology and Spa Tourism

- Greece:

Ministry of Tourism

- Italy:

National Association of Travel and Tourism Agencies (Italian)

Italian Tourism Federation

- Portugal:

Tour Guides and Interpreters Portuguese Association

- Spain:

Association of Tourism

- Portugal:

Types of Guides

- Spain:

Some examples

11. Role models

International Role Model:

Peter Hillary

National Role Models:

- Bulgaria:

Nikolay Mindov

- Greece:

- Italy:

Emanuela Moroni

6. SOCIAL AND TECHNICAL SERVICES

6.11. Driver

Watch the movie in the following link

https://youtu.be/uxQL1Ss8Ots

1. Profile of the profession

The Driver is a professional who is employed to drive a motor vehicle, such as trains, taxis, buses, trucks, etc. He/she may be personal employees of the vehicle owner or may work for service companies (that is, sell or deliver goods, food products, commercial laundry, passenger transport and freight around the country). Particularly, if he/she works as a bus or other public transport driver, the driver makes it easier for people to get on and off the bus or other public transport, he/she provides information on the route and timetables, and in some cases sells and checks travel tickets. While driving, he/she must follow predetermined routes, with stops at predetermined places and at predetermined times: it is essential that he/she knows perfectly the route assigned to him/her.

2. Main activities

The activities carried out by the driver are:

a) driving vehicles, buses, ambulances or trains between stations or freight depots;

b) operating mechanized devices, or equipment;

c) cleaning machinery, maintaining vehicles in good working condition, loading shipments, belongings or materials;

d) to speak with control centres along the route about any issues, making passenger announcements, selling products or services, resolving issues effecting transportation operations;

e) checking controls and equipment before a journey, following track signalling and instructions;

f) recording incidents like equipment problems, on-board issues or delays, sales or transactions data;

g) interacting with customers in a professional manner;

h) completing daily maintenance checks.

3. Fields of application

Drivers can work in a variety of fields, such as vehicle, bus, train driver to transport passengers or cargo, and also government-sponsored local transportation systems, long-distance bus companies, charter bus companies, shuttle services, car rental companies, retail trade companies and wholesale trade companies.

Ambulance driver

Drivers deal with: transport of sick, injured, or convalescent people.

Delivery driver

Drivers deal with: delivering a wide variety of items, driving routes and time schedules; loading, unloading, preparing, inspecting and operating the delivery vehicle.

4. Work environment

Public bodies:

Municipalities, ministries; government-sponsored local transportation systems; healthcare institutions.

Private Facilities:

Long-distance bus companies; charter bus companies; shuttle services; delivery companies; car rental companies; retail trade companies and wholesale trade companies.

5. Work schedules

Public and private bodies

Drivers work in shifts: evenings /weekends/ bank holidays

They usually work 35 to 40 hours a week.

If a long-distance truck driver, they may spend most of the year away from home.

6.1. Skills and abilities

Concentration skills

Public safety, security, and transport methods skills

Technology skills

Organizational skills

Interpersonal skills

Time management skills

6.2. Personal characteristics

Self-control

Reliability

Responsibility

Independence

Practicality

Determination

6.3. Interests and preferences

Interest in working outdoors

Interest in means of transport and driving
Interest in non-competitive work

Interest in social relations

Interest in travelling

7. Education and training

To be a driver, there is no requirement for a specific educational path. The most important training is the practical, not the academic.

The first thing a driver needs to work is a driver's license. The driver's license could be different depending on the vehicle used or the activity carried out.

8. Pay

The average monthly salary is:

- Spain: from €1131 to €2377
- Portugal: from €884 to €2039
- Bulgaria: from €402 to €815
- Italy: from €1301 to €2727
- Greece: from €973 to €2140

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Couriers and messengers

Route salespeople

Subway and tram operators

Taxi driver and chauffeur

Heavy/light lorry driver

10. Useful links

Useful international links:

Glass door

Workable

Useful national links:

- Bulgaria:

Union of Bulgarian Motorists

- Greece:

Name

- Italy:

Italian Association of Employee Drivers (AIAD)

Workers' Drivers' Federation

- Portugal:

Portuguese Association of Public Road Hauliers

- Spain:

Federation of taxi drivers

Association of drivers

11. Role models

International Role Model:

Niki Lauda

National Role Models:

- Bulgaria:

Vladimir Vasilev

- Greece:

- Italy:

Piergiuseppe Panelli

- Portugal:

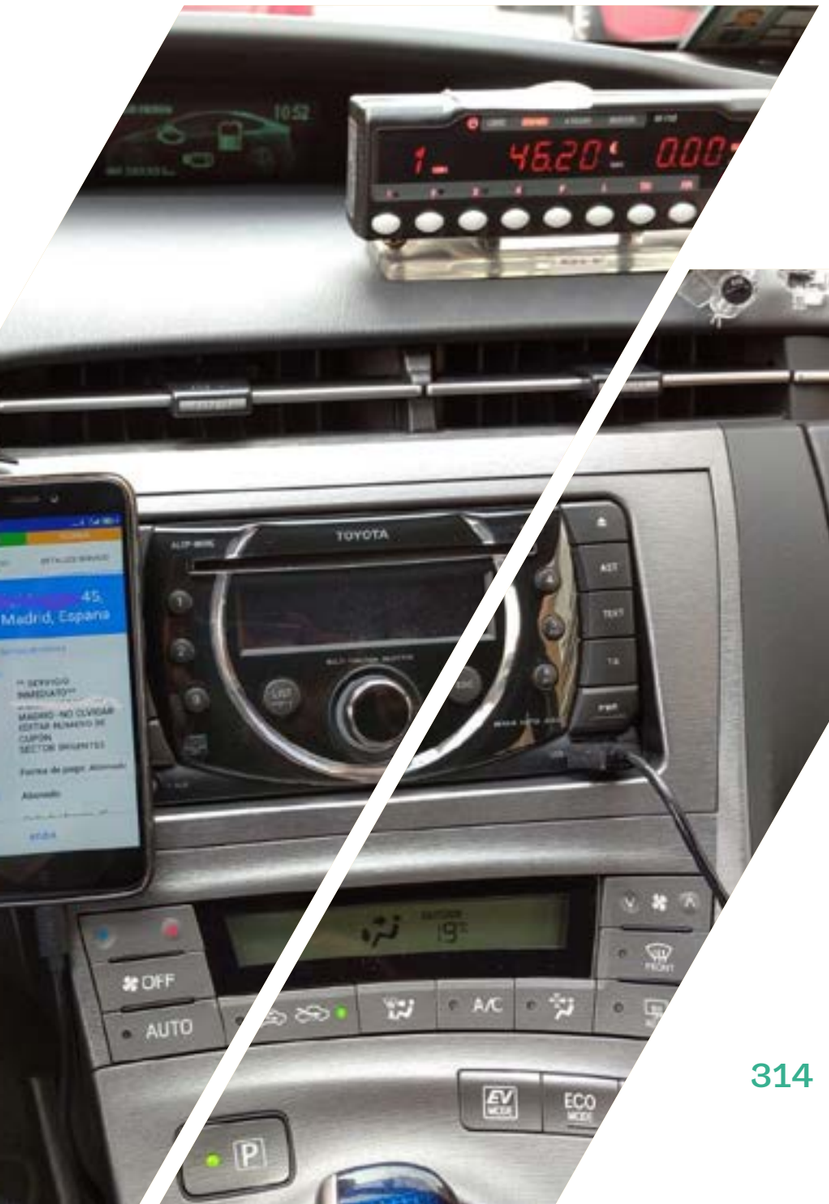
Types of driver

- Spain:

Examples:

https://www.academiadeltransportista.com/conductores-profesionales/

https://es.indeed.com/reclutamiento/descripci%C3%B3n-del-empleo/conducto



7. NATURAL SCIENCES

7.1. Geologist

Watch the movie in the following link

https://youtu.be/QQaN-qRfzws

1. Profile of the profession

A geologist is a professional who works in one of the most important earth sciences. He/she studies the materials, processes, and history of the Earth, investigates how rocks were formed and what has happened to them since their formation. The geologist may examine how natural processes affect rocks such as river formation, for example, and how the natural environment is affected by rocks. He/she prepares and studies maps of the Earth and analyses geological data to understand how past changes on Earth may influence its future.

2. Main activities

The main activities carried out by geologists are:

a) planning and carrying out field studies, in which they visit locations to collect samples and conduct surveys;

b) analysing aerial photographs, well logs (detailed records of geologic formations found during drilling), rock samples, and other data sources to locate deposits of natural resources and estimating their size;

c) conducting laboratory tests on samples collected in the field;

d) making geologic maps and charts;

e) preparing written scientific reports;

f) presenting their findings to clients, colleagues, and other interested parties;

g) investigating the structure and evolution of the earth and its natural resources;

h) collecting and recording samples and data from test sites.

3. Fields of application

Oil and gas or mineral industry

Geologists deal with: locating and extracting natural resources; and ensuring safe waste disposal.

Environmental geology

Geologists deal with: management of natural resources, such as water reserves.

Other geologists teach and carry out research at the college level.

4. Work environment

Environmental geologists look for solutions to environmental issues by observing and investigating flooding, erosion, earthquakes, pollution, and natural hazards.

Public bodies:

Government agencies; non-profit and academic institutions.

Private facilities:

Private firms

Engineering geologists work as advisors to private and public companies on the environmental and geological issues for real estate development by assessing whether the ground rock is stable and safe enough to build on.

Public bodies:

Government agencies; non-profit and academic institutions.

Private facilities:

Private firms

Marine geologists study the processes, such as plate tectonics, volcanic activity and earthquakes of the land form that is beneath the ocean.

Public bodies:

Government agencies; non-profit and academic institutions.

Private facilities:

Private firm

Economic geologists are concerned with the formation and extraction of earth materials such as precious and base metals, petroleum minerals, non-metallic minerals, construction-grade stone, coal, and water that can be used for economic potential and/or industrial purposes in society.

Public bodies:

Government agencies;

Academic institutions.

Private facilities:

Private firm

Geophysicists study the earth by using gravity and magnetic, electrical, and seismic methods.

Public bodies:

Government agencies; non-profit and academic institutions.

Private facilities:

Private firms

5. Work schedules

Most geologists split their time between working indoors in offices and laboratories and working outdoors. Doing research and investigations outdoors is commonly called fieldwork and can require irregular working hours and extensive travel to remote locations.

6.1. Skills and abilities

Communication skills

Critical-thinking skills

Problem-solving skills

Teamworking skills

Design skills

Scientific skills

6.2. Personal characteristics

Attention to detail

Analytical thinking

Responsibility

Self-control

Consistency

Patience

Entrepreneurship

6.3. Interests and preferences

Interest in mathematics and physics

Interest in physics and biology

Interest in constant learning

Interest in travelling

Interest in the environment

7. Education and training

1. Bachelor's degree in geology

The degree in geological sciences is a three-year course which provides general knowledge and skills, both in theoretical and experimental aspects, in all the different fields of earth sciences. Such knowledge and skills enable graduates to enter into the world of work with technical roles or to continue their studies in a master's degree course. The specific educational objectives are therefore related to both theoretical and experimental aspects concerning the entire spectrum of problems of the geological sciences, each supported by the necessary thematic and cultural context, as well as aspects related to applications.

2. Master's degree in geology

This is a two-year course that provides the acquisition of in-depth knowledge in the various fields of earth sciences (geological-palaeontological, mineralogical-petrographic-geochemical, application geomorphological-geological, geophysical) and the ability to apply this knowledge to the solution of technical-scientific problems in the various fields of geoscience.

8. Pay

The average monthly salary is:

- Spain: from €1017 to €3614
- Portugal: from €991 to €2870
- Bulgaria: from €374 to €1110
- Italy: from €1188 to €4121
- Greece: from €997 to €3058

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Palaeontologist

Engineering geologist

Geochemist

Geoscientist

Hydrogeologist

10. Useful links

Useful international links:

International Union of Geological Sciences

EurGeol Title - European Federation of Geologists

Useful national links:

- Bulgaria:

Scientific and Technical Union of Mining, Geology and Metallurgy

Geological Institute “Strashimir Dimitrov”

- Greece:

Department of Geology-University of Patras

- Italy:

Italian Geological Society

Italian Association of Geology and Tourism

- Portugal:

Geologists Portuguese Association

- Spain:

Spanish Official Organization of Geologists

11. Role models

International Role Model

James Hutton

National Role Models:

- Bulgaria:

Aleksander Todorov Sultanov

- Greece:

Papatheodorou Georgios

- Italy:

Mario Tozzi

- Portugal:

Carlos Ribeiro

- Spain:

Salvador Ordóñez Delgado

7. NATURAL SCIENCES

7.2. Biologist

Watch the movie in the following link

https://youtu.be/1-7fQOGxBTg

1. Profile of the profession

A biologist is a professional who studies the cellular and molecular mechanisms and the chemical-physical processes that occur in living beings (humans, animals, plants and bacteria), their genetics, the relationship with the external environment, their development, evolution and interaction processes with other organisms. He/she experiments in the laboratory, uses research methods to understand how organisms work at the molecular and cellular level and studies their vital processes. Moreover, the biologist also identifies and understands the biological reactions that keep the organism alive (cellular respiration, metabolism, chlorophyll photosynthesis, etc.) and the molecular structures formed to remain the internal environment of the organism stable and balanced (homeostasis).

2. Main activities

The main activities carried out by a biologist are:

a) conducting microbiological analysis on biological tissues, materials and liquids;

b) gathering and preparing biological samples such as blood, food or bacteria cultures for laboratory analysis;

c) writing records and reports with results of analysis;

d) doing field research and observation;

e) conducting experiments;

f) collecting data and samples;

g) analysing data collected by scientific and statistical methods;

h) conducting chemical, microbiological and molecular quality controls on food;

i) providing consultancy in the fields of cosmetics, food hygiene, cultural heritage and forensic genetics.

3. Fields of application

Health Biology

Health biologists deal with: implementation of microbiological, genetic and bacteriological analyses of laboratory that provides information on the biological material taken (e.g., tissues or fluids of human origin) for the prevention, diagnosis and follow-up of a pathology for research purposes or for the testing of new drugs and/or vaccines; evaluating the results of analyses, in correspondence with the parameters recognized as standard and validating these results. The type of services performed and the instrumental equipment have a different complexity degree that is obviously commensurate with the health care situation and the type of diagnostic questions posed in the laboratory. In this context, the biologist operates in a multidisciplinary team.

Molecular biology

olecular biologists deal with: study of the physiological and pathological molecular mechanisms of living organisms; analysing functions that DNA, RNA and proteins perform within the cell; analysing information in genome contents; evaluating the relationship between the structure and function of macromolecules; studying the effects caused in the cell and in the body, by structural and functional

alterations of DNA, RNA and proteins, whether accidental or designed.

Nutrition biology

Nutrition biologists deal with: assessment of humans' nutritional and energy needs in physiological and/or pathological conditions; formulation of customized feeding programmes subsequent to this assessment; study of nutrient and non-nutrient food properties; study of physiological and/or biochemical digestion and absorption mechanisms; the recognition of the effects of malnutrition; and the use of techniques and methods for measuring body composition and energy metabolism.

Environmental biology

Environmental biologists deal with: identification and evaluation of biological resources in natural and anthropized environmental systems; prevention and diagnosis of environmental natural and anthropized alterations based on the risk of human health and the environment; preparation of experimental plans for the detection of biotic components and environmental monitoring; biological purification of waste water and disposal of solid waste; eco-compatible planning, control and management of biological resources; and the interventions for the recovery, protection and valorization of ecosystems.

Marine Biology

Marine biologists deal with: direction and management of aquaculture and mariculture plants and aquariums; quality control of fishery and aquaculture products, direction and management of fish processing plants; monitoring and protection of the marine environment and its resources, management and protection of marine parks and protected areas.

Safety and quality biology

Safety and quality biologists deal with: management and certification of hygiene, quality and safety in workplaces; evaluation of chemical, physical and biological risks of workplaces to protect workers' health; consultancy for workers on specific company risks; quality control on food, raw materials, semi-finished and finished products to verify the preparation and conservation, on methods and food transport and conservation comply with hygiene and HACCP (hazard analysis and critical control points) regulations.

Forensic biology

Forensic biologists deal with: study of biological traces that allow them to evaluate and build the crime scene analysing DNA extracted from biological tissues (blood, saliva, semen, bones, hair formations, biopsy tissues); and consulting and expertise in criminal and civil trials.

Cosmetic biology

Cosmetic biologists deal with: procurement of raw materials used in cosmetic formulations; and the formulation, control and monitoring of the various production phase of cosmetic products, qualitative-quantitative analysis of cosmetic products.

4. Work environment

Health biologist/molecular biologist/ safety and quality biologist/ cosmetic biologist

Public bodies:

University laboratories; laboratories of research centres; experimental zooprophylactic institutes; health or ecology and environmental protection departments of regions and municipalities; regional and national nature parks.

Private facilities:

Private research centres laboratories; chemical, pharmaceutical, food and cosmetics industries.

Nutrition Biologist

Public bodies:

University laboratories; laboratories of research centres; experimental zooprophylactic institutes; health or ecology and environmental protection departments of regions and municipalities; regional and national nature parks.

Private facilities:

Private health care facilities; professional studios; associations; foundations; private research centre laboratories; private companies; professional firms; hospital principals.

Environmental Biologist

Public bodies:

University laboratories; laboratories of research centres, local and national institutions dealing with environmental protection, land-use planning and granting of production permits, regional and national nature parks.

Private facilities:

Private research centre laboratories and private analysis laboratories.

Marine Biologist

Public bodies:

University laboratories; laboratories of research centres; ecology; physiology; oceanography and aquaculture departments.

Private facilities:

Private research centre laboratories and private analysis laboratories; marine protected areas, private agencies of environmental monitoring for the construction of ports, bridges or dredging of sea areas.

Forensic Biologist

Public bodies:

Laboratories of research centres; courts; centres of justice; armed forces.

Private facilities:

Private research centre laboratories and private analysis laboratories; law firms; professional firms.

5. Work Schedules

Public and private bodies

Biologists working in laboratories, chemical, pharmaceutical, food and cosmetics industries work full-time during normal working hours.

In some cases, biologists work part-time as independent consultants in such facilities.

Biologists (e.g., nutrition biologist) working in the professional practice may be able to set their own working hours and/or decide to carry out their activities

even during non-working hours (early morning or evening hours) or at weekends to satisfy clients who may have needs dictated by work or family activities.

6.1 Skills and abilities

Flexibility-adaptability

Collaboration-cooperation

Observation skills

Communication and verbal skills

Accuracy and precision

Technical skills

Scientific and mathematical skills

6.2 Personal characteristics

Reliability

Determination

Critical thinking

Conceptual thinking

Logic and analytical thinking

Curiosity

6.3 Interests and preferences

Interest in environment and living organisms

Interest in the chemical, biochemical and physical aspects that regulate the fundamental processes of life

Interest in teamwork

Interest in scientific projects and analytical issues

Interest in researching, investigating, and increasing the understanding of natural laws

7. Education and Training

1. Degree in biological sciences

This is a three-year course that provides knowledge of analytical-instrumental procedures related to biological investigations, technical-analytical procedures in biomolecular, environmental, biochemical, microbiological, genetic and quality control. In Italy, to access the course it is necessary to pass an admission test which requires adequate preparation in logical reasoning, general culture, biology, chemistry, physics, mathematics and English. Before graduation, it is possible to do a professional internship lasting 6 months (500 hours). After the graduation, if the state exam is passed, it is possible to qualify as a type B biologist and carry out technical-analytical, production and quality control activities related to biological investigations. Alternatively, the three-year graduate can choose to continue the training by attending a master's degree in biology.

2. Master's degree in biology or master's degree in human nutrition sciences

The master's degree in biology is a two- year course that provides training that allows graduates to practice, independently and in full responsibility, experimental and analytical activities related to biochemistry, genetics, cellular and molecular biotechnologies, mainly engaged in research and industry. This involves the acquisition of the competence to conduct professional activities in the cytological, molecular, nutrition, reproduction and ecological-environmental fields related to biological applications in the health care, public administration and industry sectors; planning activities for the protection of plant and animal organisms, biodiversity and the environment; scientific and technological promotion and innovation and scientific dissemination activities.

The master's degree in human nutrition sciences is a two-year course that provides training that allows graduates to do research and undertake activities about food quality and human nutrition. This involves the acquisition of the knowledge about nutritional, sensory, microbiological and toxicological quality of foods and their shelf-life; hygiene and health aspects; microbiological control and food safety, pathophysiology of the digestive system, current diagnostic methods in the hepato-gastroenterological field, genetic tests and therapy in the nutritional field, nutritional needs.

3. Professional internship

In Italy, to obtain a master's degree in biology, a 12-month (1000-hour) professional practical internship is required, which is a pre-entry into the working context, aimed at acquiring professional knowledge and skills and implemented in a direct relationship with experienced biologist. The internship can be carried out either in departments or institutes of biological disciplines of universities or in public facilities (e.g. local health authorities, hospitals, etc.) or private (research centre laboratories, analysis laboratories., hospitals etc.). Without a professional practical internship, biologists can't take the state exam.

4. Qualification for the profession and enrolment in the Register of Biologists (Section A)

In Italy, it is necessary to take a state exam and then join in the national Register of Biologists to practise the profession of biologist. The state exam includes two written tests (on theoretical-practical topics of biology, on hygiene, management and professional legislation, and quality control) and an oral test (on the contents of written tests and the knowledge of the ethical code). Without enrolment in the Register of Biologists, biologists cannot practise their activities.

8. Pay

- he average monthly salary is:
- Spain: from €1189 to €2620
- Portugal: from €976 to €2255
- Bulgaria: from €307 to €865
- Italy: from €1298 to €3097
- Greece: from €988 to €2404

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Agricultural or food science technician

Medical or clinical laboratory technician

Biochemist or biophysicist

Microbiologist

Epidemiologist

10. Useful Links

Useful international links:

International Union of Biological Sciences (IUBS)

American Society for Cell Biology Association (ASCB)

Useful national links:

- Bulgaria:

Bulgarian Pharmaceutical Union

Institute of Biology and Immunology of Reproduction “Acad. Kiril Bratanov”

- Greece:

Department of Biology - University of Patras

- Italy:

National Council of the Order of Biologists

Italian Association of Biology and Genetics

- Portugal:

Biologists Portuguese Order

- Spain:

Spanish Official Organization of biologists

11. Role models

International Role Model:

Barbara McClintock

National Role Models:

- Bulgaria:

Rumen Georgiev Tsanev

- Greece:

Panitsa Maria

- Italy:

Gigliola Braga

- Portugal:

Luiz Saldanha

- Spain:

Javier Sampedtro Pleite

7. NATURAL SCIENCES

7.3. Biotechnologist

Watch the movie in the following link

https://youtu.be/dDqeL8Pi-9g

1. Profile of the profession

A biotechnologist is a professional who uses the principles of engineering to create new products, such as vaccines, drugs or foods, from biologically based raw materials. He/she also handles the genetic material of animals or plants, trying to make organisms more productive or disease resistant. The biotechnologist essentially uses the basic ingredients of life to make new products.

2. Main activities

The main activities carried out by a biotechnologist are:

a) studying and controlling microorganisms such as bacteria, fungi, yeasts and their enzymes;

b) handling and maintaining equipment used in the processing of biological materials such as food and pharmaceuticals;

c) identifying how research can be applied to improving human life;

d) developing and testing methods for creating new products, on small and large scales;

e) modifying organisms genetically to create new products;

f) detecting new trends and production data constantly;

g) focusing on the best conditions to use to scale up production to manufacturing large amounts of their product and then monitor the quality of the product's lifecycle;

h) studying the impact of waste on the environment and developing new waste management procedures.

3. Fields of application

Environmental

Environmental biotechnologists deal with: detection and control of pollution and contamination in the environment, industrial waste, and agricultural chemicals; and creation of renewable energy and the design of biodegradable materials to reduce humanity's ecological footprint.

Medical and health

Medical and health biotechnologists deal with: use of live organisms or biomolecular processes to develop and improve treatments; and identification of inherited diseases, curing certain disorders, and even leading to organ regeneration.

Industrial

Industrial biotechnologists deal with: use of cloning and enzyme production to preserve and enhance the taste in food and drink; and development of enzymes to remove stains from clothing at lower washing temperatures.

Agricultural

Agricultural biotechnologists deal with: improvement of animal feed and genetically modifying crops to increase pets' resistance and productivity.

Biofuel

Biofuel biotechnologists deal with: use of organic compounds to reduce the cost of bio-refining reagents and putting biofuels on an equal footing with fossil

fuels; and creation of chemicals from renewable biomass to reduce greenhouse gas emissions.

Marine and aquatic

Marine and aquatic biotechnologists deal with: increasing the yields of farmed fish; designing disease-resistant strains of oysters, for example: and developing vaccines against certain viruses that can infect fish.

4. Work environment

Public bodies:

Public bodies dealing with environmental pollution; university research centres as researchers.

Private facilities:

Laboratories; private companies; dairy, meat and food industries in the fields of processing and production; chemical industries; pharmaceutical companies; private hospitals ;agronomic companies.

5. Work schedules

Public and private bodies

Biotechnologists usually work regular business hours but may also work weekends and evenings to complete experiments or reports.

6.1 Skills and abilities

Problem-solving skills

Analytical skills

Ability to work with abstract concepts

Communication and verbal skills

Written skills

Ability to analyse and interpret statistical and technical data

Planning and organizing skills

6.2 Personal characteristics

Attention to details

Innovation

Perseverance

Patience

Methodology

Creativity

Responsibility

6.3 Interests and preferences

Interest in chemistry including the safe use and disposal of chemicals

Interest in biochemistry, microbiology, molecular biology and physics

Interest in manufacturing methods and practices

Interest in research methods that make better and easier human life

Preference for activities that contribute on solving social problems

7. Education and Training

1. Bachelor's degree in biotechnology

This is a three-year course with scientific subjects such as plant biotechnology, biology, chemistry, microbiology, environmental biology, food technology, genetics, industrial bioscience, molecular biosciences, biochemistry or chemical engineering.

2. Master's degree in biotechnology

This is a two-year course. It aims to prepare qualified graduates with expertise in the scientific and technical development of biotechnology applied to the field of human health, with particular reference to the design and formulation of innovative drugs and biopharmaceuticals and the study of their mechanisms of action and effects at molecular, cellular and systemic level.

8. Pay

The average monthly salary is:

- Spain: from €2494 to €4369
- Portugal: from €2078 to €3641
- Bulgaria: from €963 to €1640
- Italy: from €3775 to €6616
- Greece: from €2334 to €4090

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Biologist – microbiologist

Molecular biologist

Geneticist

Biological technician

Biomedical engineer

10. Useful links

Useful international links:

Association of Biotechnology and Pharmacy

Useful national links:

- Bulgaria:

The Stefan Angel off Institute of Microbiology

Bulgarian Pharmaceutical Union

- Greece:

Department of Biotechnology – University of Thessaly

- Italy:

National Association of Italian Biotechnologists

Italian Federation of Biotechnologists (FIBio)

- Portugal:

Portuguese Society of Biotechnologists

- Spain:

Federation of Biotechnologists

National Center

11. Role models

International Role Model:

Mary-Claire King

National Role Models:

- Bulgaria:

Prof. Ivan Atanasov

- Greece:

Eleftherios Papoutsakis

- Italy:

Davide Ederle

- Portugal:

Paula Alves

- Spain:

Josiah Zayner

7. NATURAL SCIENCES

7.4. Mathematician

Watch the movie in the following link

https://youtu.be/CFARe28AWGc

1. Profile of the profession

A mathematician is a professional who uses an extensive knowledge of mathematics in their work, typically to solve mathematical problems. Mathematicians are concerned with data, quantity, structure, space and models. He/she could work at schools or in financial, business and research institutions. The mathematician uses the knowledge of applied and classic mathematics to create solutions for the problems of the business and public organizations.

2. Main activities

The main activities carried out by the mathematician are:

a) solving mathematical problems;

b) doing research and analysis;

c) creating algorithmic and calculation methods;

d) participating in the development of various models for analysis and assessment of unemployment, birth rate, sustainable development;

e) developing new mathematical theories, concepts and rules in areas such as algebra and geometry;

f) using theories to solve problems in science, business and engineering;

g) interpreting data and reporting conclusions from this analysis;

h) using data to support and improve business decisions.

3. Fields of application

Applied mathematicians

Mathematicians can work in a variety of fields, such as software and hardware sciences, natural sciences and programming, and public institutions. Mathematicians deal with: solving problems with applications in real life; look into the formulation, study, and use of mathematical models in science, engineering, business, and other areas of mathematical practice.

Schools, universities, research centres

Mathematicians deal with: teaching mathematics at school and universities; supervision of undergraduate and graduate research; and service on academic committees.

Consulting

Mathematicians deal with: assembling and analysing data to estimate the probability and likely cost of the occurrence of an event such as death, sickness, injury, disability, or loss of property.

4. Work environment

Public bodies:

Universities; ministries; government; public schools; statistics' institutes.

Private facilities:

Private companies; multinationals; centres and companies producing medical and dental devices and appliances; software engineering, network programming and IT companies; investment companies; statistics companies; market research

firms; banks; business; science and technical fields; accounting offices.

5. Work schedules

Mathematicians can work full-time, part-time or as a freelancer. Sometimes the schedule is flexible depending on the tasks that have to be done.

6.1. Skills and abilities

Problem-solving skills

Quantitative reasoning skills

Communication skills

Teamworking skills

Time management skills

Ability to manipulate precise and intricate ideas

6.2. Personal characteristics

Critical thinking

Analytical thinking

Responsibility

Independence

Self-control

Patience

6.3. Interests and preferences

Interest in mathematics and physics

Interest in analytical tasks

Interest in interdependence

Interest in problem-solving

Interest in methodology

7. Education and training

1. Bachelor's degree in mathematics

This is a three-year course that trains graduates with a good base of theoretical and methodological skills, so that they possess and know how to use skills of analysis, synthesis, abstraction, rigor and logic-deductive reasoning that distinguish a mathematician. In addition, it provides students with application skills in the fundamental areas of mathematics: by choosing optional exams proposed in the training course, it is possible to extend knowledge in some fields of applied mathematics (finance, computer science, physics), or follow a didactic path also equipped with laboratories.

2. Master's degree in mathematics

This is a two-year course aimed at providing students with multidisciplinary skills, based on the acquisition of solid mathematical foundations and in-depth knowledge of traditional and innovative methodologies. The aim of the master's degree in mathematics is to train highly qualified professionals in the various fields of mathematics, adapting to the propensity and specific rational characteristics of individuals.

8. Pay

The average monthly salary is:

- Spain: from €3389 to €6068
- Portugal: from €2824 to €5057
- Bulgaria: from €1170 to €2095
- Italy: from €4427 to €7927
- Greece: from €3025 to €5417

Note. Income may vary by work experience, education, age groups, regions or country, company size, the company in which the professional works and, finally, the position the professional hold. Salaries for Bulgaria are net. For more information and to verify salary differences, visit: https://www.paylab.com/salary-report or https://www.europol.europa.eu/salary-calculators; www.salaryexpert.com; www.worldsalaries.org; www.erieri.com/salary

9. Similar professions

Economist

Accountant

Engineer

Programmer

Teacher

10. Useful links

Useful international links:

International Mathematical Union

Mathematical Societies

Useful national links:

- Bulgaria:

Union of Mathematicians in Bulgaria

Mathematics. Tasks. Solutions.

- Greece:

Department of Mathematics - University of Patras

- Italy:

Italian Mathematical Union

Italian Society of Applied and Industrial Mathematics (SIMAI)

- Portugal:

Portuguese Society of Mathematics

- Spain:

Royal Society of Mathematics

Research Society

11. Role models

International Role Model:

Carl Friedrich Gauss

National Role Models:

- Bulgaria:

Mihail Konstantinov

- Greece:

Dimitris Christodoulou

- Italy:

Giovanni Alberti

- Portugal:

Francisco Gomes Teixeira

- Spain:

María Josefa Wonenburger Planells

- Italy:

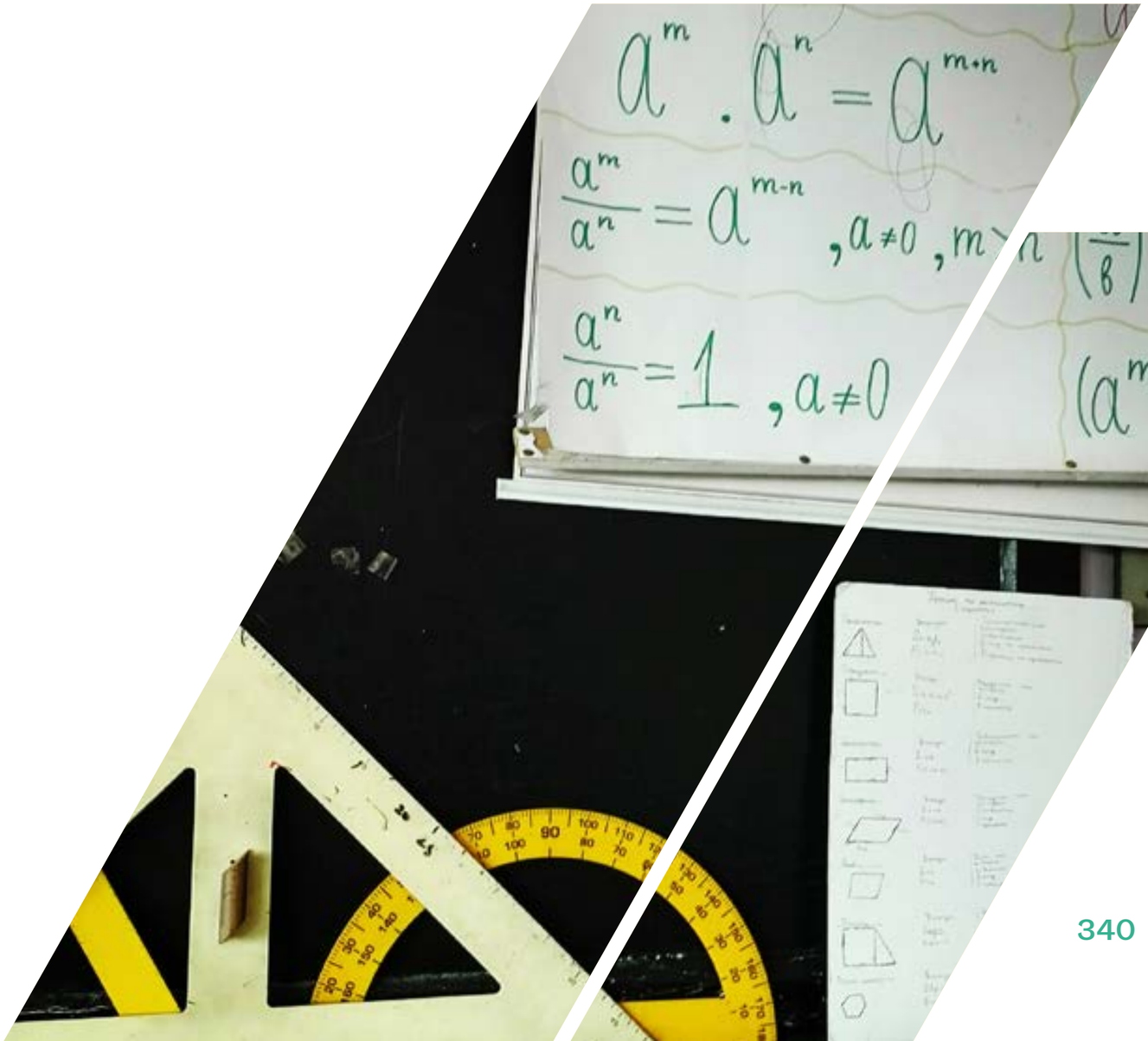
Raffaele Costanzo

- Portugal:

Ana Costa Miranda

- Spain:

Caledonio Calatayud



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G-Guidance

Gamified Career Guidance: Promoting Meaningful and Participative Career Construction and Vocational Development through a Gamified Digital Platform
2019-1-PT01-KA201-061342

CO-FUNDED

Co-funded by the Erasmus+ Programme of the European Union

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