



The High Demand for

DURABLE SKILLS

What are the most common characteristics employers look for in potential employees? Durable Skills.



U.S. CHAMBER OF COMMERCE FOUNDATION
Center for Education and Workforce

"Companies will continue to compete on innovation and talent like never before which makes the use, sharing, and transparency of skills data across stakeholder groups even more important to the world of work. Collective action around durable skills is one way to ensure Americans have the right skills for the jobs of today and tomorrow, and the economy has the skilled workforce it needs to grow."

—**CHERYL OLDHAM, Senior Vice President of Education and Workforce,**
U.S. Chamber of Commerce Foundation



"Organizations remain dependent on an economy where HR professionals and talent acquisition specialists are the principal consumers of skills data. Leveraging transparency in skills data, especially for durable skills, is the key lever in making organizational development and competitive advantage a reality. Durable skills data at their fingertips will make HR professionals more effective and their organizations even more successful."

—**ALEXANDER ALONSO, PhD, SHRM-SCP,**
Chief Knowledge Officer, SHRM



"The debate over the future of work confirms the many challenges we face in preparing young people for an increasingly complex digital world. It is imperative we expand career pathway opportunities centered around job-ready training, industry-recognized credentials, and a continuous learning mindset focusing equally on technical and durable skills."

—**TODD THIBODEAUX,**
president and CEO, CompTIA



"The men and women who manufacture in the United States are called upon to produce an amazing variety of products, especially as we continue to serve on the front lines of the COVID-19 response. From the supplies that make our lives easier and safer to the medicines, vaccines, and treatments that make our lives healthier, manufacturing employees create the world of today and tomorrow. It is the durable skills of these employees, the creativity and teamwork, that makes innovation possible and brings these new and vital products to life."

—**CAROLYN LEE, Executive Director,**
The Manufacturing Institute



"The only thing certain about the future is its uncertainty. The jobs of the future, and the professional skills needed for them, continue to evolve. So, for students to have the best opportunity to succeed they need to learn how to learn, how to communicate, and how to think. There's nothing "soft" about these skills - they set the foundation for a mindset of continuous learning that is most needed once they leave school and join a work environment none of us can predict."

—**EVAN LEYBOURN, CEO, Business Agility Institute**



"Contractors are at the heart of infrastructure in every community across America. The technical skills of today's craft professionals are second to none, but it's absolutely essential that they have the durable skills to be able to contribute and succeed in this dynamic workforce."

—**GREG SIZEMORE, Vice President of HSE and Workforce Development,**
Associated Builders and Contractors



"Business leaders, creative workers, and arts educators have known for a long time that creativity, critical thinking, empathy, and creative problem solving are what's going to drive the next boom in our national economy. Coming together to center these durable skills in the future education of our children is crucial to the U.S.'s future global success and the social and economic success of local communities."

—**CLAY LORD, Vice President of Strategic Impact,**
Americans for the Arts



"The hotel and lodging industry exemplifies the American Dream, fostering development, upward mobility, and exciting life-long careers. As an industry built around hospitality, we recognize the important role durable skills play in helping our associates provide unparalleled guest experiences and innovate to build the future of the industry."

—**ROSANNA MAIETTA, President & CEO,**
AHLA Foundation



Our Approach



Improving Pathways from Education to Employment

Although the need for inclusive, soft skills-based education and hiring was apparent long before the pandemic, COVID-19 greatly accelerated existing trends. As we look toward economic recovery—and overcoming the inequities exacerbated by this past year—it has become even more critical to ensure every individual is prepared or upskilled with the Durable Skills necessary for long-term success in the workforce. By focusing on common competencies instead of diverse technical needs, we have an opportunity to help a broader and more inclusive group of learners and workers advance in career pathways for employees' and employers' mutual benefit.



WE STUDIED
80 MILLION
US JOB POSTINGS
FROM THE PAST
2 YEARS



ACROSS
22 SECTORS
USING 2020 SOC-2
OCCUPATIONAL
DATA



77%
OF THOSE US JOB
POSTINGS REQUESTED
AT LEAST ONE
DURABLE SKILL

61.7 MILLION US JOBS DEMANDED DURABLE SKILLS

Employers, parents, state leaders, and policymakers are aligned in their desire to provide students a solid foundation for the future. Business leaders across industries are aligned around the skills demanded in every career. It is our belief that by working together, we can ensure that students and communities become more resilient in the rapidly evolving world of work.

DATA AND METHODS

Emsi Burning Glass's job postings data are gathered by scraping over 100,000 websites, including company career sites, national and local job boards, and job posting aggregators. Postings for over 1.5 million companies are scraped and deduplicated to account for multiple postings of the same job on different websites. Job postings [from 2020 through 2021] were analyzed to assess the prevalence of Durable Skills at both the national and state level. Results are presented in aggregate and also broken out by competency, occupation and industry.

National Analysis

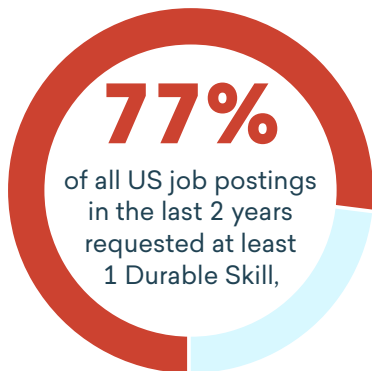


We defined **100** Durable Skills grouped in **10** Competencies

Almost **45M** US postings requested Communications

The **TOP 5** Durable Skills were requested **4.7x** more than the top 5 Hard skills

7 of the **10** most-requested skills were Durable Skills



including **84%** of postings in the five* most posted US occupations (SOC-2)

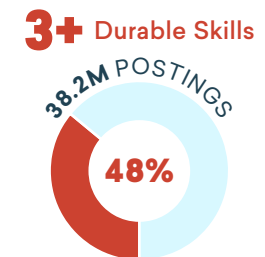
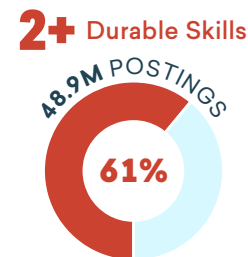
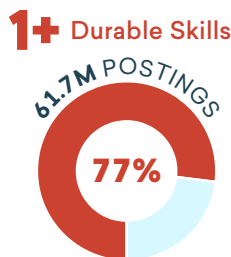
*SOC-2 with the most US postings: 29, 11, 41, 43, and 15

Over **38M** US postings (**48%**) requested at least **3** Durable Skills



In evaluating data about Durable Skills, it is necessary to keep in mind that the data reflect language used in job postings; employers have adopted some standard language for common human competencies, such as Leadership and Communication, but others are often evaluated less explicitly during the interview stage of hiring. As a result, Durable Skills may be crucial and may not be proportionately represented in the data.

A MAJORITY OF US JOB POSTINGS REQUEST DURABLE SKILLS



SOC-2	Occupation	At Least 1 Durable Skill	At Least 2 Durable Skills
11	Management	93%	84%
13	Business & Financial Operations	91%	81%
41	Sales and Related	91%	77%
43	Office & Administrative Support	90%	76%
33	Protective Service	88%	44%
15	Computer & Mathematical	86%	71%
55	Military-only Occupations	85%	62%
19	Life, Physical & Social Science	84%	51%
17	Architecture & Engineering	84%	45%
23	Legal	83%	69%
21	Community & Social Service	81%	64%
27	Arts, Design, Entertainment, Sports, & Media	81%	48%
25	Educational Instruction & Library	80%	60%
49	Installation, Maintenance & Repair	77%	57%
35	Food Preparation & Serving Related	70%	47%
51	Production	64%	61%
39	Personal Care and Service	63%	62%
37	Building & Grounds Cleaning & Maintenance	63%	66%
29	Healthcare Practitioners & Technical	60%	42%
31	Healthcare Support	60%	42%
45	Farming, Fishing & Forestry	56%	33%
47	Construction and Extraction	53%	34%
53	Transportation & Material Moving	46%	53%

Virginia Analysis



WE STUDIED
2.3 MILLION
JOB POSTINGS
FROM THE PAST
2 YEARS



ACROSS
22 OCCUPATIONS,
20 INDUSTRIES,
AND OVER
38,000 COMPANIES

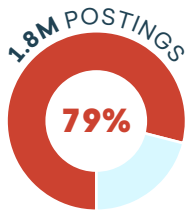


79%
OF THOSE JOB
POSTINGS REQUESTED
AT LEAST ONE
DURABLE SKILL

1.8M VIRGINIA JOBS DEMANDED DURABLE SKILLS

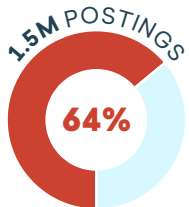
A MAJORITY OF VIRGINIA JOB POSTINGS REQUEST DURABLE SKILLS

1+ Durable Skills



Over
1.3M
postings
requested
Communications

2+ Durable Skills



The **TOP 5**
Durable Skills
were requested
4.2x more than
the top 5 Hard skills

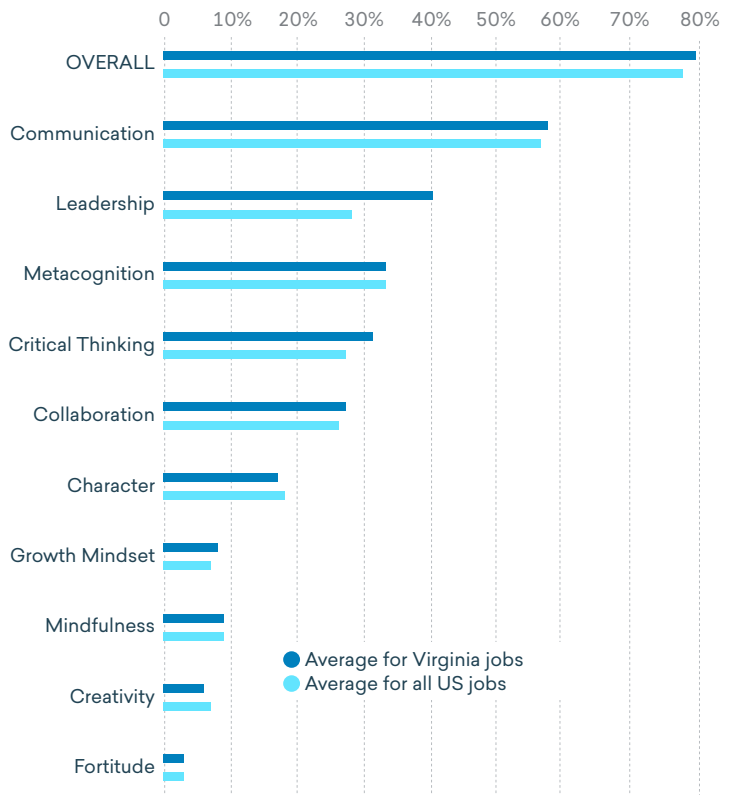
3+ Durable Skills



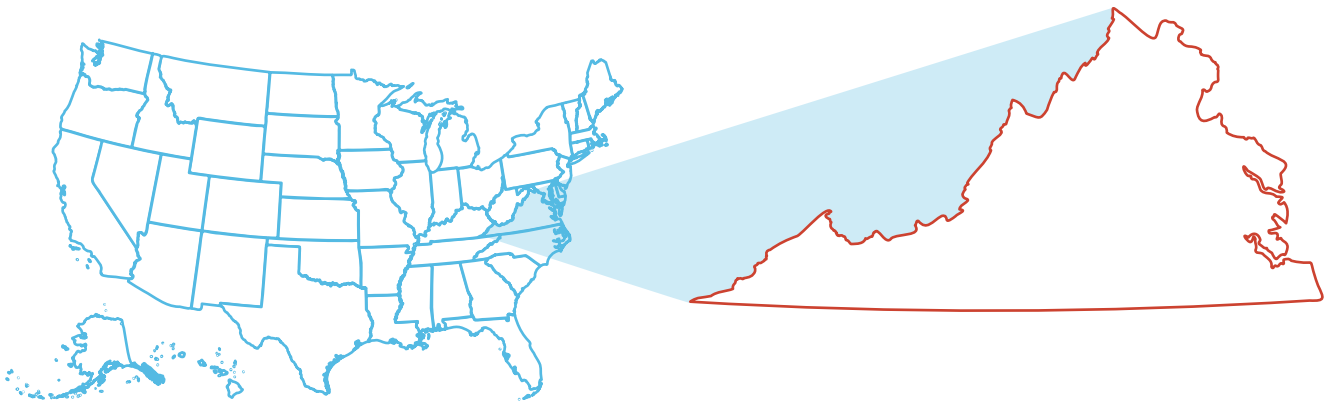
7 of the **10**
most-requested skills
were Durable Skills

How does Virginia compare in its demand for Durable Skills?

% FREQUENCY OF DURABLE SKILLS* IN VIRGINIA VS. US JOB POSTINGS



* Postings with 1+ durable skills per competency
Source: Emsi Burning Glass Job Postings



IN VIRGINIA, 9 OCCUPATIONS ARE SEEKING DURABLE SKILLS >1% MORE FREQUENTLY THAN THE NATIONAL AVERAGE.

SOCS-2	Occupation	# Postings with 3+ Durable Skills	% Postings with 3+ Durable Skills	Difference vs % Postings US
15	Computer & Mathematical	206,923	58%	0%
11	Management	179,824	74%	0%
41	Sales & Related	130,016	62%	0%
43	Office & Administrative Support	116,668	62%	1%
13	Business & Financial Operations	108,391	71%	2%
29	Healthcare Practitioners & Technical	68,963	28%	-2%
99	Unclassified Occupation	57,934	58%	2%
17	Architecture & Engineering	31,192	53%	1%
49	Installation, Maintenance & Repair	30,962	40%	0%
35	Food Preparation & Serving Related	29,680	30%	0%
27	Arts, Design, Entertainment, Sports & Media	29,203	59%	3%
25	Educational Instruction & Library	27,692	50%	6%
33	Protective Service	25,822	63%	4%
53	Transportation & Material Moving	24,039	18%	2%
31	Healthcare Support	17,359	27%	-1%
21	Community & Social Service	15,955	53%	3%
51	Production	14,305	31%	3%
19	Life, Physical & Social Science	14,129	58%	1%
39	Personal Care & Service	11,976	35%	3%
37	Building & Grounds Cleaning & Maintenance	11,911	24%	-1%
47	Construction & Extraction	9,381	23%	1%
23	Legal	6,942	54%	-2%
45	Farming, Fishing & Forestry	483	23%	0%

SOCS = Standard Occupation Classification System

Source: Emsi Burning Glass Job Postings

IN VIRGINIA, 8 INDUSTRIES ARE SEEKING DURABLE SKILLS >1% MORE FREQUENTLY THAN THE NATIONAL AVERAGE.

NAICS-2	Industry	# Postings with 3+ Durable Skills	% Postings with 3+ Durable Skills	Difference vs % Postings US
54	Professional, Scientific & Technical Services	237,801	62%	2%
99	Unclassified	208,671	43%	2%
44	Retail Trade	111,391	53%	2%
62	Health Care & Social Assistance	88,048	41%	-1%
56	Admin. & Support & Waste Mgmt. & Remediation Services	81,648	36%	0%
31	Manufacturing	80,042	59%	-2%
52	Finance & Insurance	74,139	70%	-2%
61	Educational Services	49,887	61%	5%
92	Public Administration	40,400	58%	8%
72	Accommodation & Food Services	37,766	37%	-1%
51	Information	30,499	66%	-4%
23	Construction	26,591	49%	-2%
81	Other Services (Except Public Administration)	26,311	51%	1%
42	Wholesale Trade	24,722	58%	5%
53	Real Estate & Rental & Leasing	21,823	56%	-2%
48	Transportation & Warehousing	15,360	32%	0%
71	Arts, Entertainment, & Recreation	5,196	54%	-4%
55	Management of Companies & Enterprises	4,990	71%	10%
22	Utilities	3,732	57%	-7%
11	Agriculture, Forestry, Fishing & Hunting	1,792	54%	2%
21	Mining, Quarrying & Oil & Gas Extraction	361	35%	-16%

NAICS = North American Industries Classification System

Source: Emsi Burning Glass Job Postings



Virginia Learns is a 501(c)(3) nonprofit and statewide education operating foundation. They bring together business and education leaders with the shared goal of a more innovative, relevant, and equitable public education system in Virginia.

Business leaders know what will make students successful in today's workforce and global economy, and educators know how to prepare them for it. By applying our collective expertise, we can evolve and support the K-12 classroom experience so that students graduate prepared for success in the 21st-century world and workforce.



America Succeeds is a non-profit organization committed to improving educational opportunity, outcomes, and equity by harnessing the power and acumen of the business community in accelerating systems change.

Our organization is uniquely positioned between business and the education policy sector—acting as an “education voice to business” nationally and a “business voice for education” at the state-level. Our work bridges these two distinct constituencies, with advocacy efforts aimed at larger culture change and policy efforts that ultimately help us achieve our vision of preparing every student to succeed in the competitive global economy and contribute to their local community.



Emsi Burning Glass is a labor market analytics firm dedicated to driving economic prosperity using data. To do this, we inform and connect three critical audiences: people looking for work, employers looking for skilled employees, and educators looking to build relevant academic programs.

With over 20 years of experience, Emsi Burning Glass currently partners with thousands of colleges, businesses, and communities. Our one-of-a-kind database combines job posting analytics, alumni outcomes profile data, and localized traditional labor market data to provide the most comprehensive picture of the labor market possible.