

APPENDIX 2: Materials Sent to Schools (Translated in English), Including the Survey

INSTRUCTIONS FOR TEACHERS

Helsinki 16.9.2011

Dear high school student guidance counselor,

Thank you for participating in our study regarding the educational plans of graduating high school seniors.

We have mailed to your school a box with questionnaires and informational materials as well as a copy of these instructions. In addition you have been sent by email a PowerPoint presentation about the job market opportunities offered by different educational degrees.

The PowerPoint material is intended for discussion during one student guidance counseling lesson during the fall semester of 2011. The study is intended for third year students, but fourth year students (if any) are also welcome to participate. We hope that you would first present the students about the opportunities offered by different educational degrees, using as you see fit the emailed PowerPoint presentation. The slides include the latest comparable information regarding the job market position of persons by educational degree, and we hope this information is useful for the third year students when making their educational choices.

After the presentation we ask you to distribute to students the questionnaire forms as well as the informational leaflets. It will take approximately 15-20 minutes to answer the questionnaire depending on how thoroughly the students familiarize themselves with the statistical material. We hope that you collect the questionnaires from the students and as soon as possible after administering the survey and return them to us in the enclosed return envelope that is addressed to us and paid for in advance. The informational leaflets are intended for the students to take home and there is no need to collect them back.

The purpose of the study is to learn about the factors that affect high school students' plans for further education and about their knowledge of job market opportunities provided by different educational choices. The main emphasis is on economic factors, but as you can see from the questionnaire, we are also trying to determine how other factors affect the education choices. We have highlighted both in the survey as well as in the cover letter the voluntary nature of participation as well as confidential treatment of the answers.

If you have any question about the material sent you or about these instructions you can contact us by phone (050 – 3182416) or email (project-hecer@helsinki.fi). If you are interested, we can also send you the final results of our study.

On behalf of the research team,

Thank you for cooperation,

Roope Uusitalo, Professor, HECER, University of Helsinki

email: project-hecer@helsinki.fi

TALKING POINT FOR SLIDES

The value of education in the labor market:

Background information for the materials shown in the PowerPoint slides.

The PowerPoint presentation includes a total of 14 slides. The purpose of the presentation is to give students up-to-date information on the labor market opportunities offered by different educational degrees and to ease the understanding of the statistical material distributed in connection with the survey. You may not have time to delve deeply into every slide during a single lesson. You may of course use these slides as you see fit.

Slide 1: The value of education in the labor market

This presentation collects together statistical information on education and the labor market in a comprehensive and comparable manner. Most of the data are from the latest version of Statistics Finland's Employment Statistics that is based on individual level employment and income registers. We first describe the employment and earnings by educational degree. We then discuss the cost and funding of university studies. At the end we present data on the average graduation times of university and polytechnic degrees, and the entry probabilities of recent university applicants.

Slide 2: Employment rate by level of education

This slide describes the employment rate of 30-34 year olds in 2008. Employment rate (i.e. the share of persons who work as a percentage of whole age cohort) is a better measure of the cohort's overall employment situation than the unemployment rate. The people who do not work are either unemployed, students or outside of the labor force (for example, at home taking care of family).

The employment rate tends to increase with the level of education. Of those with a secondary education around 80% were working in 2008, while approximately 90% of university graduates worked. The employment rate of polytechnic graduates was even slightly higher than that.

Slide 3: Average earnings by level of education

This slide displays the average monthly earnings of 30-34 year employees working 12 months per year (in 2008), by level of education. It is obvious from the figure that the monthly earnings increase with the level of education. Notice that the wages here are gross earnings, i.e. earnings in euro before any taxes or other mandatory payments are subtracted.

Employees with a university degree earn on average €1,000 per month more than those with secondary education, and approximately €700 per month more than those with a polytechnic degree. These differences widen with age.

Slide 4: Employment by level and field of education

Here employment rates are summarized both by field of study and the level of education. For most fields a higher level of education corresponds to a higher employment rate. For those with a university degree, the highest employment rates are for graduates from services or technology related fields. Up to 95% of persons with these degrees were employed in 2008. Conversely,

persons with a degree in the natural sciences or humanities had the lowest employment rates at every level of education.

A comment to potential questions from students: persons with a secondary level humanities degree work for example as driving instructors and as teachers in hairdressing and makeup schools.

The statistical appendix distributed to students contains more detailed information on employment rates for different fields of study.

Slide 5: Average earnings by level of education and field of study

Here average wages are summarized by level of education and field of study. In most fields the average monthly earnings tend to increase with the level of education. It is important to notice that earnings differences are large both within and across levels of education. For example, persons with a university degree in the field of health and welfare (which includes medical doctors) earn on average €4,200 per month at age 30-34, while those with a university degree in humanities (which includes school teachers) earn on average €2,600 per month. Persons with an upper secondary level degree in the field of health and welfare earn on average €2,000 per month (this includes for example, practical nurses and personal care workers).

A comment to potential questions from students: university degrees in fields related to services include for example military officer training and master's degrees in sports science.

The statistical appendix distributed to students provides more detailed information on average monthly earnings by degree.

Slide 6-7: Examples of degrees by the monthly earnings of degree holders

As shown above, the monthly earnings vary dramatically depending on the educational degree. Here are some specific examples from the lower and higher end of the wage distribution. Even though persons with a university degree earn on average €3,500 per month, there are many degrees with much higher or lower than average earnings. For example, medical doctors earn €6,315 / month, university economics and business program graduates earn €4,287 / month and visual artists earn €1,272 / month, on average. The overall average earnings of polytechnic graduates are €2,800 / month, yet the wage difference across degrees can be up to €1,500 per month.

Slide 8: Wage distribution by field of study: university degrees

When we previously showed high school students data on average earnings we were criticized (appropriately) for not making it clear that an average salary of €3,500 / month across all university graduates does not mean that all university graduates can expect to be making those types of earnings. For that reason we have chosen to characterize the uncertainty of earnings by showing the entire earnings distribution for each degree. This graph is likely to take a while to fully understand, but the main message is simply conveyed by the width and the location of the earnings bar. In addition, the graph includes the average earnings and employment rate by degree.

The statistical appendix distributed to students includes corresponding graphs for all levels of education and with an even finer breakdown of degrees.

Employment varies dramatically across degrees: for example 95% of 30-40 year old persons with a university engineering degree were employed in 2008, while only 57% of persons with a visual arts degree were employed.

The earnings distribution is described by the points P10-P90:

- 1) 10% of the degree holders earn a salary that is less than described by point P10.
- 2) 90% of the degree holders earn a salary that is less than described by point P10. This means that 10% of the degree holders earn more than that.
- 3) Point P50 is the median salary, meaning that half of the degree holders earn less and half of them earn more than that.

A large earnings dispersion means that there are large differences in earnings across persons holding the same degree. For example: 10% of persons with an economics or business degree earn less than €1,700 / month, while 10% earn more than €6,700 / month.

Slide 9: How much does education cost

Many people consider education to be free in Finland. It is true that universities and polytechnics don't charge for tuition, but students do obviously face normal costs of living. A typical university student spends €875 / month, the majority of which goes towards housing related expenses. Students who live in Helsinki spend much more than that, especially for housing (not included in the table). Students in polytechnics spend, on average, a little less than university students.

Slide 10: How do students pay for education?

Finland provides relatively generous financial aid for students compared to most other countries. However, most students also need other sources of financing during their studies. According to the latest research on students, it seems that a particularly important means for students to finance their studies is wage work. Currently few students take out student loans, even though the government automatically guarantees these loans for everyone who receives financial aid. Parents, on average, tend to support students with rather small amounts of money, but their support may obviously also involve non-monetary support such as providing food or accommodation.

Slides 11-12: How long does it take to graduate?

Student financial aid is granted for a maximum of 70 months of study, but it might take longer than that to actually graduate. According to the Ministry of Education the average graduation times vary a lot across fields of study. In 2006-2009 the fastest graduation times were for students in sport and health sciences, while students in music and veterinary medicine were the slowest to graduate. On average it took about 6 years to graduate from a university program.

It takes significantly less time to obtain a basic degree from a polytechnic, on average 4 years. This comparison only includes young persons obtaining their first primary degree and not mature students. In polytechnics, the longest graduation times were in the fields of technology and transportation.

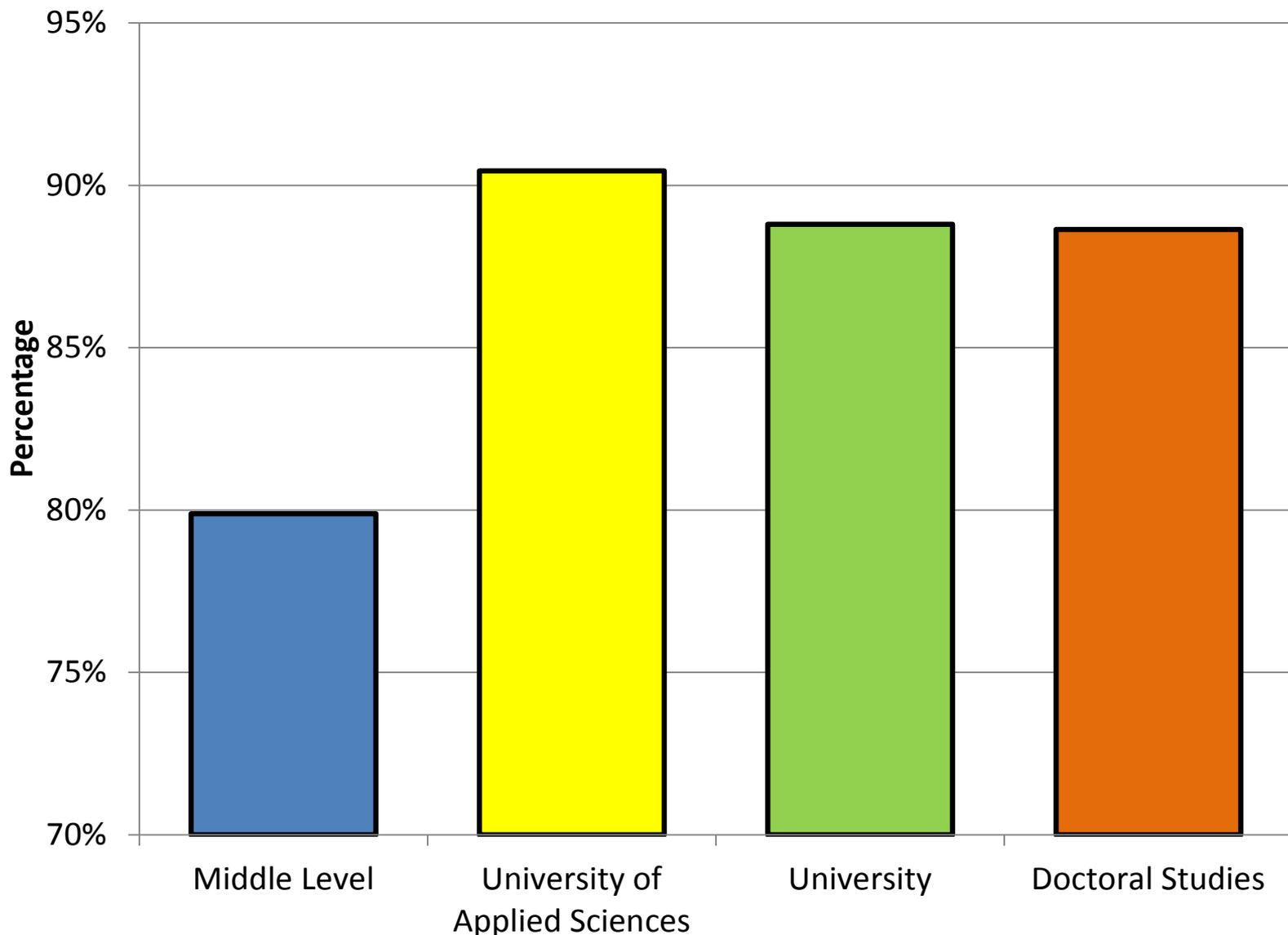
Slides 13-14: How difficult is it to get a study place at a university or a polytechnic?

The Ministry of Education creates statistics on persons who applied for and who were accepted to universities and polytechnics. The ratio of acceptances to those who applied varies significantly depending on the field of study. For universities in 2009, for example, it was easiest to get accepted to study natural sciences, and most difficult to get accepted to study theatre and dance arts. For polytechnics, the most difficult fields to get accepted in were social sciences and business & administration, while it was easiest to get accepted in the areas of social, health and sports. Again, this comparison only includes young persons applying to study for their first primary degree and excludes mature students.

The value of education in the labor market?

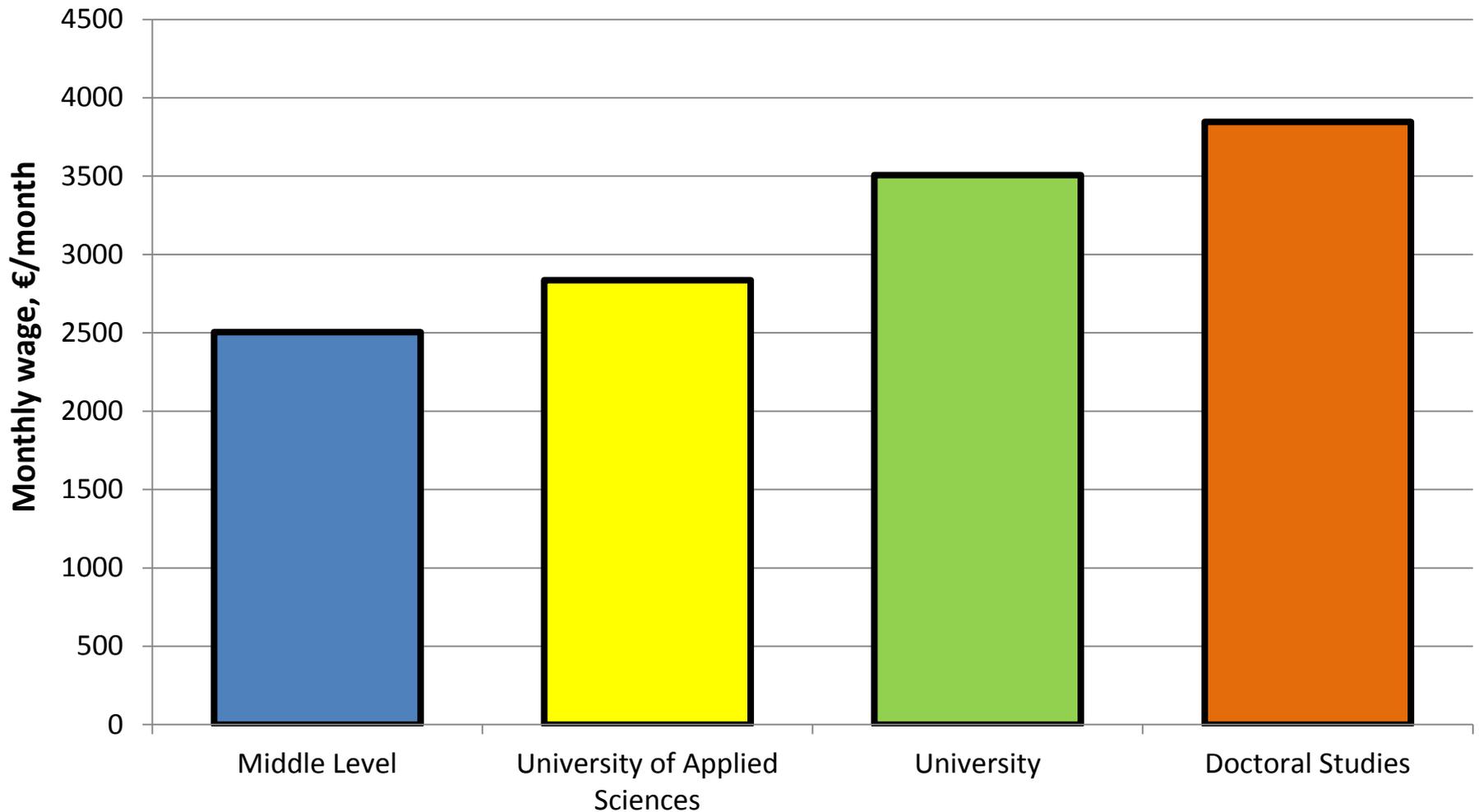
Earnings and employment by level
and field of education

Employment rate of 30-34-year olds (2008)



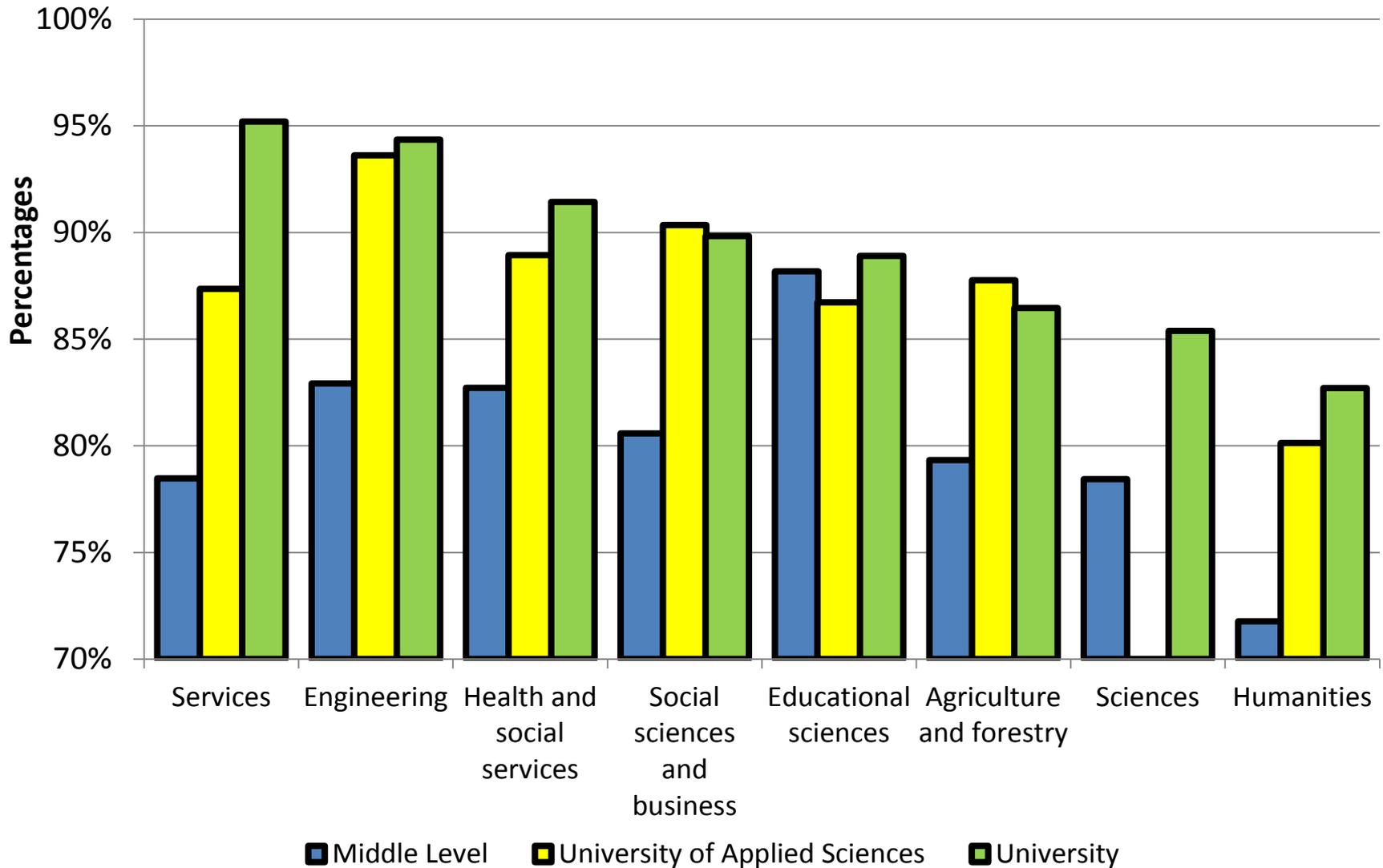
Source: Statistics Finland, Employment statistics

Average monthly earnings of 30–34 year old employees (working 12 months / year) (2008)



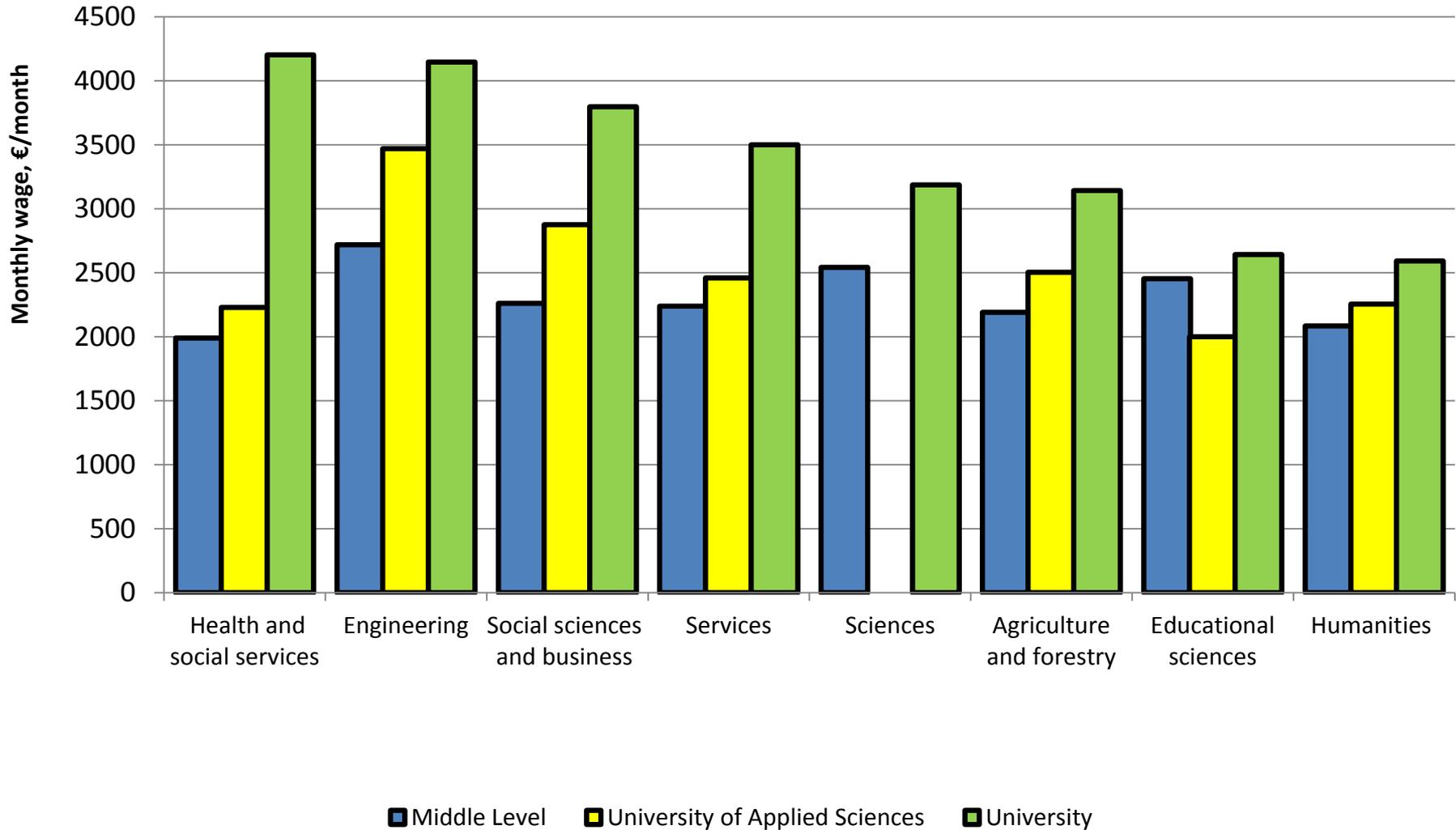
Source: Statistics Finland, Employment statistics

Employment rate of 30–34 year olds by field and level of education (2008)



Source: Statistics Finland, Employment statistics

Average monthly earnings of 30–34 year old employees (working 12 months / year) by field and level of education (2008)



Source: Statistics Finland, Employment statistics

Degree programs with highest and lowest salaries (30-34 year old employees working 12 months / year)

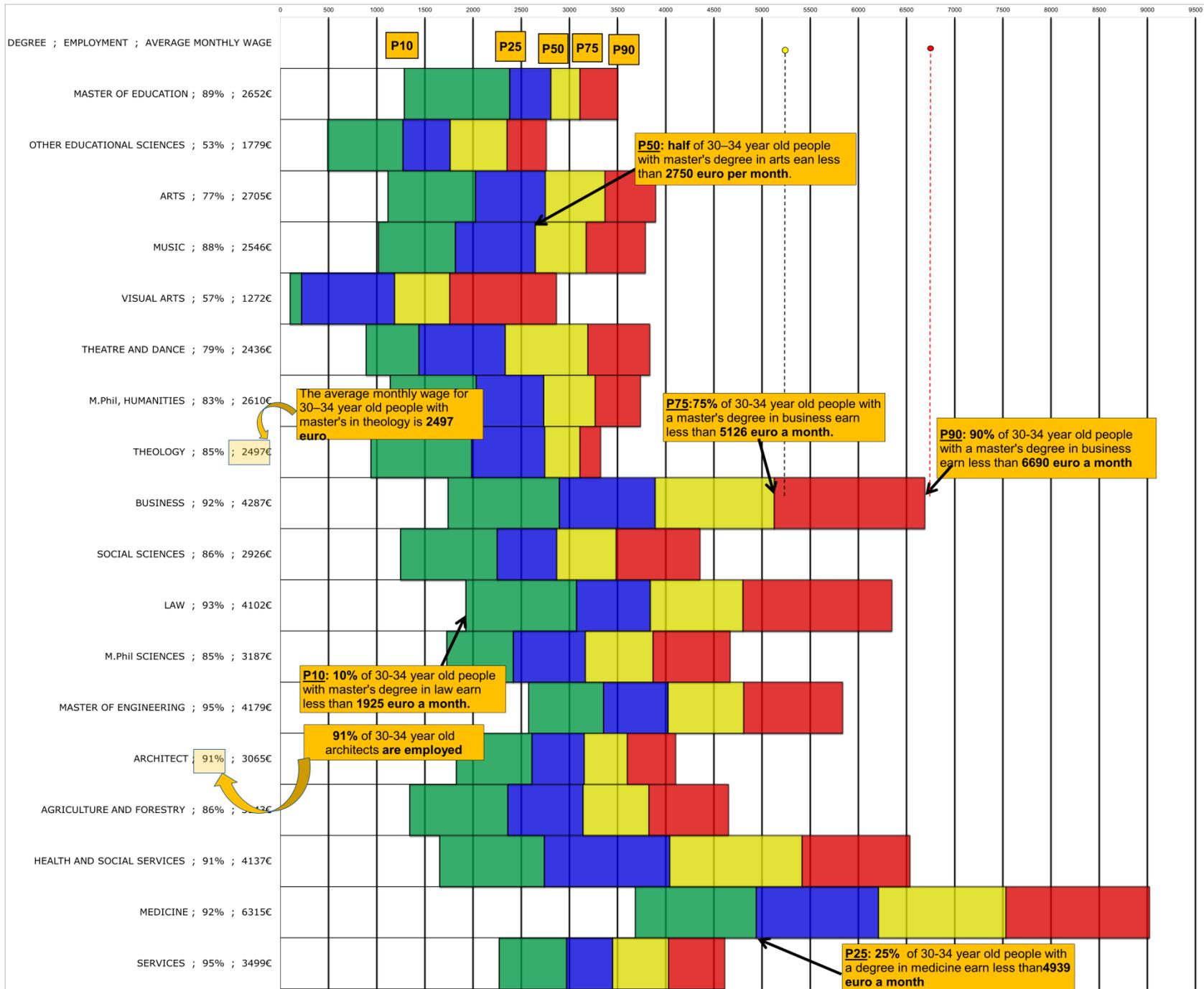
University

Monthly earnings

#	Field of education	Specialization / Degree	Average (euro/month)
1	Health and welfare	Specialist training of medical doctors	6 315
2	Social sciences and business	Business studies (MA)	4 287
3	Technology	Master of science (Engineering)	4 179
4	Health and welfare	Health and welfare (MA)	4 137
5	Social sciences and business	Legal studies (MA)	4 102
	Humanities and arts	Education in Music (MA)	2 546
	Humanities and arts	Education in theology (MA)	2 497
	Humanities and arts	Education in theatre and dance (MA)	2 436
	Educational science	Other education in teacher education (MA)	1 779
	Humanities and arts	Education in visual arts (MA)	1 272

Degree programs with highest and lowest salaries (30-34 year old employees working 12 months / year)

Polytechnic			Monthly Earnings
#	Field of education	Specialization / Degree	Average (euro/month)
1	Technology	BA of Engineering	3487
2	Social sciences and business	BA of Business Administration	2875
3	Technology	Other education in technology (BA)	2554
	Humanities	BA of Arts (Humanities, arts and culture)	2255
	Health and welfare	BA of Health Care and Social Services	2228
	Educational sciences	BA of Arts (Education)	2001



How much does education cost?

- The average monthly budget for tertiary level students is between 770€ (in Northern Finland) and 950€ (in the Helsinki metropolitan area)

Average expenses of students (€ / month, all regions)						
	Total	Housing	Food	Transportation	Study materials	Clothing and hygiene
Polytechnic	800	400	200	47	10	70
University	875	390	150	50	10	50

How do students pay for education?

- The average income of a student is 900€/month
- The government subsidizes studies: student allowance, guaranteed student loan and housing allowance. These total 800€/month at the maximum.
- Each year only 36-39% of tertiary level students take out loans (Opiskelijatutkimus 2010)
- 60% of students work during semester, while 76% work during summer. The average wage income is 300€ / month.
- Parents and relatives support students by giving on average 20€ / month.

Average graduation times for university students (based on 2006-2009 graduates)

Field of study	Time to graduate (years)
Health sciences	4,4
Sports sciences	5,1
Theatre and dance	5,0
Educational sciences	5,3
Visual arts	5,5
Business	5,6
Art and Design	5,9
Law	6,1
Dentistry	6,1
Pharmacy	6,3
Psychology	6,4
Natural sciences	6,5
Forestry and agriculture	6,5
Social sciences	6,5
Theology	6,6
Medicine	6,9
Engineering	7,0
Humanities	7,1
Music	7,5
Veterinary medicine	7,8

Sources: Korkeakoulut 2009, Yliopistot ja ammattikorkeakoulut korkeakoulupolitiikan toteuttajina, Opetusministeriön julkaisuja 2009: 49.
Korkeakoulut 2011 - Yliopistot ja ammattikorkeakoulut, Opetusministeriön julkaisuja 2011: 10.

Average graduation times of polytechnic students (based on 2006-2009 graduates)

Field of study	Time to graduate (years)
Humanities and education	3,9
Social services, health and sports	3,9
Social sciences and business	4,1
Tourism, catering and domestic services	4,2
Natural sciences	4,3
Culture	4,5
Natural resources and the environment	4,5
Technology and transport	4,5

Average admission rates into university degree programs in 2009

Field of study	Admission rate
Theatre and dance	3 %
Visual arts	4 %
Psychology	5 %
Sports sciences	10 %
Art and Design	11 %
Veterinary medicine	12 %
Educational sciences	12 %
Business	13 %
Medicine	13 %
Law	15 %
Social sciences	15 %
Humanities	16 %
Health sciences	16 %
Pharmacy	17 %
Music	18 %
Dentistry	18 %
Engineering	21 %
Forestry and agriculture	22 %
Theology	31 %
Natural sciences	34 %

Source: Ministry of Education: KOTA-database, (<https://kotaplus.csc.fi/>)

Average admission rates into polytechnic degree programs in 2009

Field of study	Admission rate
Social sciences and business	23 %
Tourism, catering and domestic services	24 %
Natural sciences	24 %
Technology and transport	25 %
Humanities and education	28 %
Natural resources and the environment	38 %
Culture	46 %
Social services, health and sports	52 %

Research project: The importance of information on the selection of degree programs

Survey, autumn semester 2011

This questionnaire is related to a research study conducted at the University of Helsinki and Aalto University School of Economics on educational choices. **All responses will be treated in strict confidence.** No one outside of the research team will see your answers, and the names of the respondents will not be published during the course of research. You may nevertheless decide respond without your name and/or decline to respond to any particular questions. The information collected in this survey will be combined with the Finnish National Board of Education and Statistics Finland register data for research use. Check the following:

- My responses can be combined with register data sets for research use
- My responses cannot be combined with register data

This is not a test. There are no right or wrong answers to the questions. The research study attempts to find out what factors influence the choice of education after high school. Please respond based on your current plans.

- 1) Name: _____
- 2) Gender
 - Female
 - Male
- 3) Age: _____
- 4) Are you going to continue your education after high-school?
 - Yes
 - No
 - Not sure
- 5) When will you continue your education?
 - 2012
 - 2013 or later
 - Not sure
- 6) What is the highest level of education you think you will obtain?
 - High-school or vocational degree
 - Polytechnic degree (e.g. engineering, nursing or business administration)
 - University degree (e.g. M.A. in philosophy, or Master of Science in Technology)
 - Post-graduate degree (licentiate or a doctorate)
 - Not sure

- 7) As you ponder your post-high school education choices, what are the most likely programs you will apply to?

Field and/or degree

School (if known)

_____	_____
_____	_____
_____	_____
_____	_____

- 8) When you think about your most favorite further education option how would you rate the following claims? (1 = strongly disagree, 2 = somewhat disagree, 3 = neither agree nor disagree, 4 = somewhat agree, 5 = strongly agree)

When selecting a place to study I consider [...] to be important

	1	2	3	4	5
a. an interesting job	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
b. job security	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
c. post-education earnings	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
d. the price level and availability of housing in the school location	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
e. ability to graduate fast	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
f. general respect toward the degree program or profession	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
g. my interest in the field of study	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
h. Other (please specify):					

- 9) When you think of your situation during your studies, how would you rate the following statements? (1 = strongly disagree, 2 = somewhat disagree, 3 = neither agree nor disagree, 4 = somewhat agree, 5 = strongly agree)

	1	2	3	4	5
a. Student financial aid will ensure adequate standard of living during my studies	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
b. Student financial aid and parents' assistance will ensure adequate standard of living during my studies	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
c. I am willing to take on a student loan, if the full focus on studies requires it	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
d. I plan to work while studying, including jobs that slow down my studies and are unrelated to my field of study	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree

e. I am willing to study for a long time to obtain the most well-paying job	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
f. I want to graduate as quickly as possible into a reasonably paid job	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree

10) From whom have you received useful information about further study opportunities?

- My parents
- Friends or siblings who are already studying
- Student guidance counselor
- Study guides
- Internet
- Elsewhere, where? _____

11) When you think of your financial situation after graduation from studies, how would you rate the following statements?

a. I think I know enough about the effect of education choices on earnings	<input type="checkbox"/>					
	Yes				No	
b. Please look up the average monthly earnings of your first choice of education from the attached supplement. It is:	<input type="checkbox"/>					
	Under 2000€	2000€-3000€	3000€-4000€	4000€-5000€	Over 5000€	Not sure
c. Please look up the average employment rate of your first choice of education from the attached supplement. It is: _____%						
d. Was the average monthly wage of your first choice higher, equal or lower than what you expected?		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
		Higher	The same	Lower		
e. Was the average employment rate of your first choice higher, equal or lower than what you expected?		<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>		
		Higher	The same	Lower		

12) We ask you to assess your personality. How do the following statements agree with you?
(1 = strongly disagree, 2 = somewhat disagree, 3 = neither agree nor disagree, 4 = somewhat agree, 5 = strongly agree)

	1	2	3	4	5
a. I am talkative	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
b. I am very thorough in my actions	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
c. I am original, come up with new ideas	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
d. I am reserved	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
e. I am relaxed, handle stress well	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
f. I have a forgiving nature	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
g. I get nervous easily and worry	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree

h. I have an active imagination	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
i. I am often lazy	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
j. I value artistic, aesthetic experiences	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
k. I am kind and considerate to others	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
l. I do things efficiently	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
m. I am social and outgoing	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
n. I am sometimes rude to others	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree
o. I get nervous easily	strongly disagree	somewhat disagree	neither agree nor disagree	somewhat agree	strongly agree

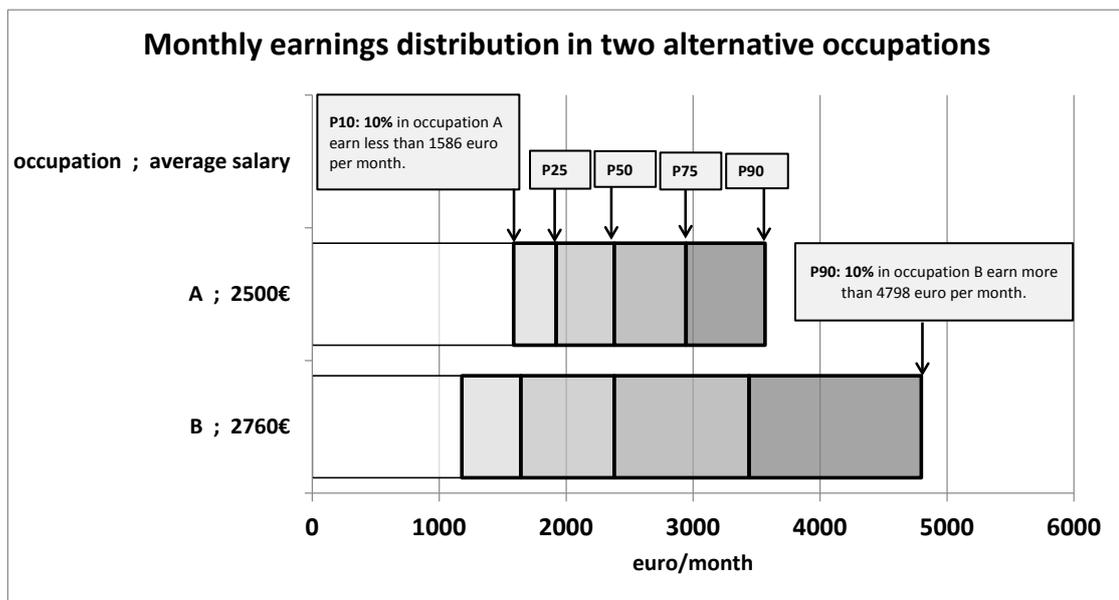
13) How much do you typically enjoy taking risks on a scale of 1-10? (1 = not at all happy to take risks, 10 = I am very happy to take risks):

1 2 3 4 5 6 7 8 9 10

14) How would you describe your likely application strategy?

- I will apply to degree programs regardless of how difficult it is to get in to those programs
- I will apply to those degree programs where I think I have the best chance to get in
- I will primarily apply to the most interesting degree program(s), but also to some alternative ones that I think are easier to get accepted in, just in case
- Other, describe: _____

15) Imagine two equally interesting degree programs. Program A provides a relatively safe job, but on average a somewhat lower salary. Program B offers a possibility for higher earnings, but the salary is associated with somewhat more uncertainty. The monthly earnings distributions of the two alternatives are depicted below. Which alternative would you choose?



16) What is the highest level of education of your parents?

Mother Father

- | | | |
|--------------------------|--------------------------|---|
| <input type="checkbox"/> | <input type="checkbox"/> | Primary school or comprehensive school |
| <input type="checkbox"/> | <input type="checkbox"/> | Grammar school |
| <input type="checkbox"/> | <input type="checkbox"/> | Trade school |
| <input type="checkbox"/> | <input type="checkbox"/> | High-school degree |
| <input type="checkbox"/> | <input type="checkbox"/> | Vocational qualification (e.g. associate in business administration, nurse, engineer) |
| <input type="checkbox"/> | <input type="checkbox"/> | University degree (bachelors or master's degree) |
| <input type="checkbox"/> | <input type="checkbox"/> | Post-graduate degree (licentiate or doctorate) |
| <input type="checkbox"/> | <input type="checkbox"/> | I am not sure |

Comments to the researchers (e.g. how clear and/or useful was the information provided): _____

INFORMATION PACKAGE

Dear Candidate for the Matriculation Examination,

After graduation it is time to apply to further education. This information package contains details about the labor market prospects related to various educational degrees. The information comes from the latest data of Statistics Finland and tells about the 2008 wages and employment of 30-34 year old graduates of different degree programs. The information package provides background data for high-school graduates contemplating their educational choices.

The package contains the most common degree programs. First, the employment rates of graduates from secondary education programs (i.e. those working as a percentage of all graduates), and average monthly earnings. In addition, the chart shows the distribution of monthly earnings. For example, 10% of graduates earn less than point P10 and half of graduates earn less than point P50. The next pages show the same information for the most common polytechnic and university degree programs. The last pages list the most common occupations for graduates of each degree program.

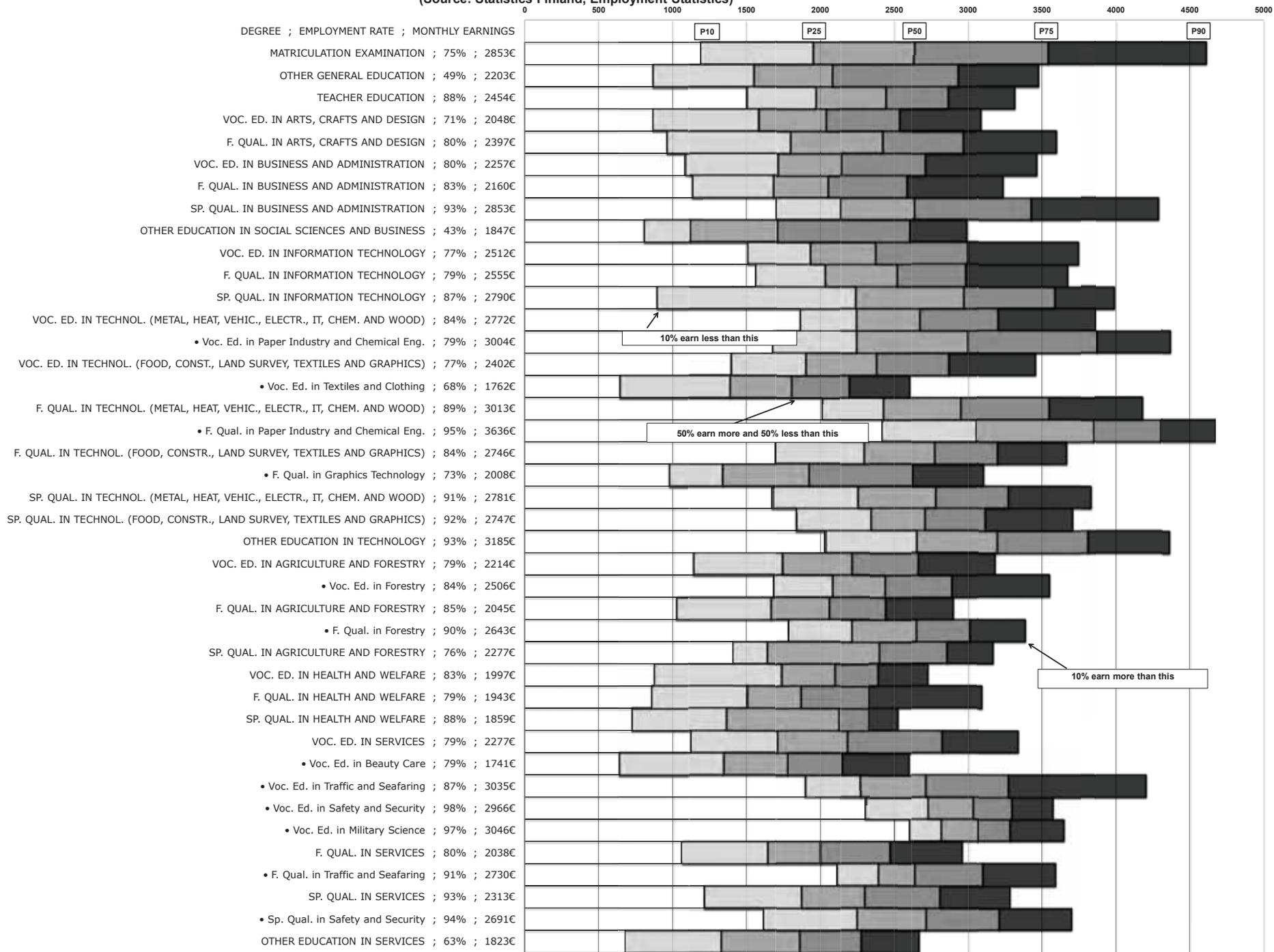
Some information is combined across all programs in the field, e.g. all social and welfare programs in polytechnics. The largest degree programs are listed separately (e.g. nurses).

You may keep the information package for further use but we ask you to return the filled-out survey. The survey aims to find out how high school graduates make their educational choices. The data will be used in a research project on educational choices. The main focus of the research is on economic considerations, but we also study other factors affecting students' choices. Answering is voluntary, and you may also answer without writing down your name.

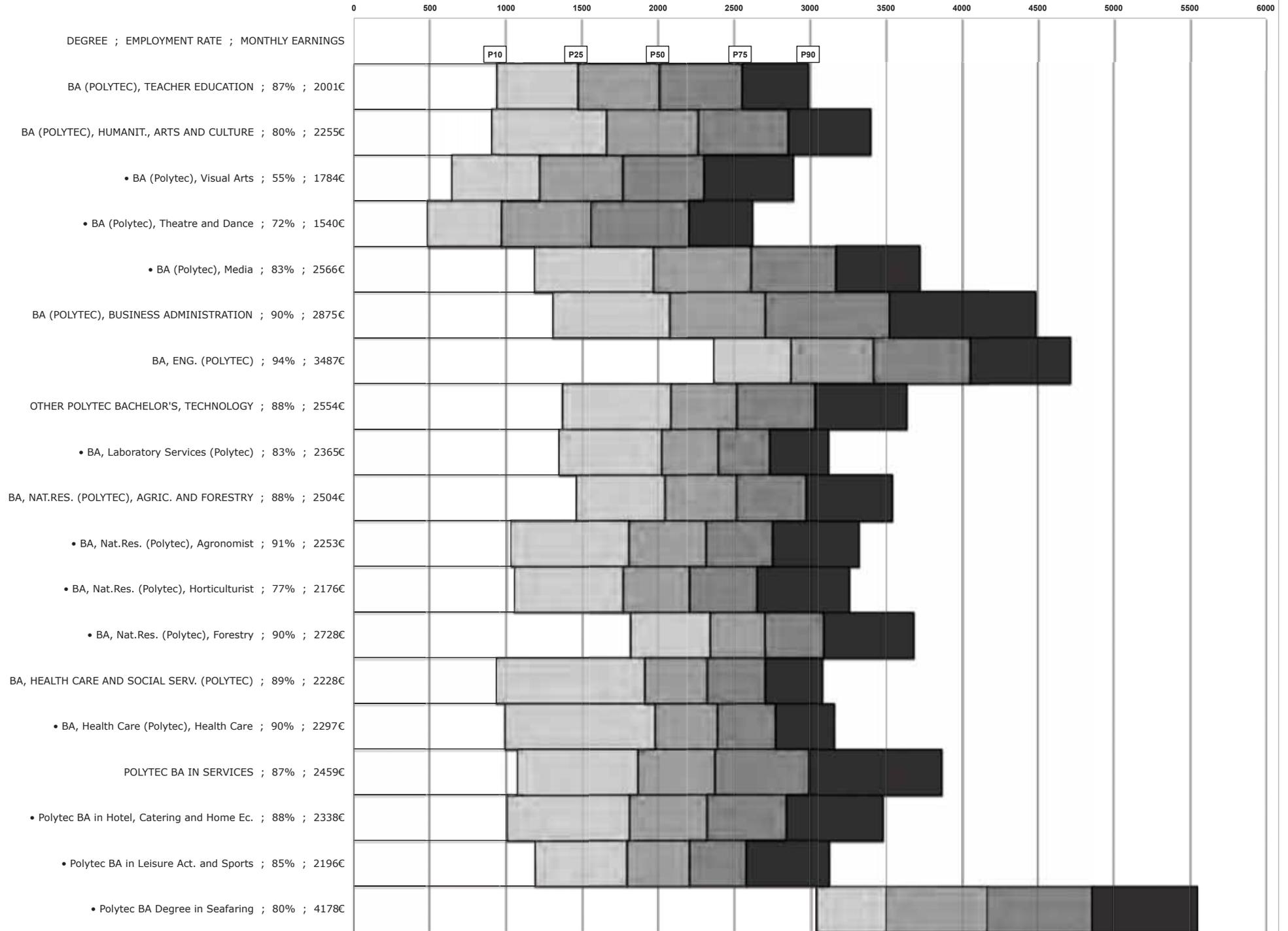
Kind regard,

Sari Kerr, Tuomas Pekkarinen, Matti Sarvimäki and Roope Uusitalo
HECER, University of Helsinki

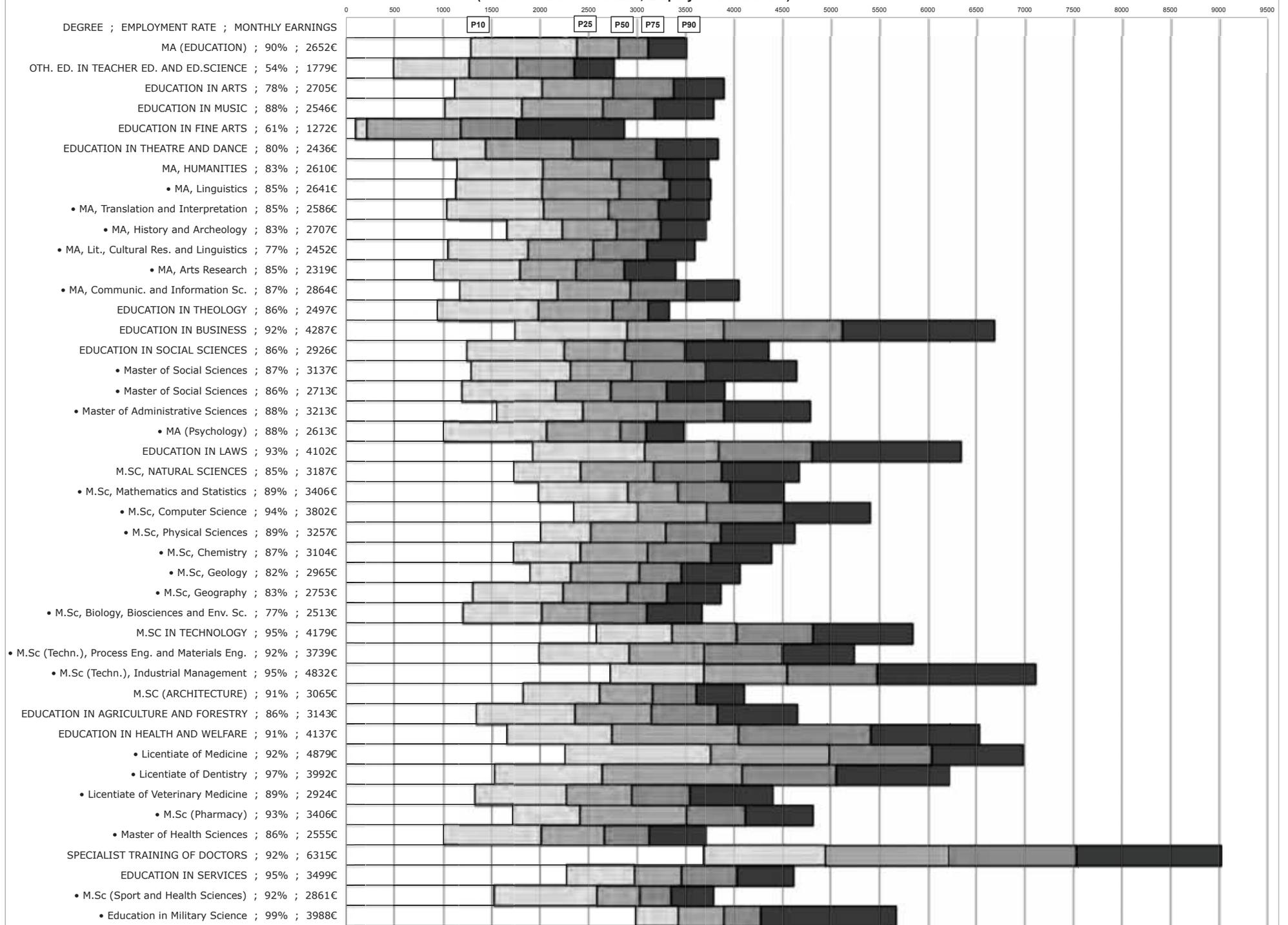
1.1 Distribution of Montly Earnings for 30-34 Olds with Upper Secondary Education (High-school or Vocational Ed.), Euros
 (Source: Statistics Finland, Employment Statistics)



1.2 Distribution of Monthly Earnings for 30-34 Olds with Lower-Degree Level Tertiary Education, Euros
 (Source: Statistics Finland, Employment Statistics)



1.3 Distribution of Monthly Earnings for 30-34 Olds with Higher-Degree Level Tertiary Education, euros
 (Source: Statistics Finland, Employment Statistics)



2. Most Common Occupations by Degree and Level of Education

(Source: Statistics Finland, Employment Statistics)

2.1 Upper Secondary Education

Degree	Most common occupation	% of all	Second most common occupation	% of all
Matriculation Examination	IT professionals	6%	Salespersons and demonstrators	5%
Other General Education	Cleaners	3%	Restaurant and catering managers	2%
Teacher Education	Transport, hairdressing and cosmetology school teachers, etc.	45%	Lecturers in professional training institutions	13%
Voc. Ed. in Arts, Crafts and Design	Salespersons and demonstrators	8%	Painters and related artists	3%
F. Qual. in Arts, Crafts and Design	Photographers, recorders and sound engineers	8%	Painters and related artists	6%
Voc. Ed. in Business and Administration	Salespersons and demonstrators	15%	Sales representatives, agents, and secretaries	5%
F. Qual. in Business and Administration	Salespersons and demonstrators	28%	Sales representatives, agents, and secretaries	5%
Sp. Qual. in Business and Administration	Salespersons and demonstrators	32%	Store managers and small traders	16%
Other Education in Social Sciences and Business	Salespersons and demonstrators	8%	Cleaners	4%
Voc. Ed. in Information Technology	IT professionals	17%	IT support technicians, operators, etc.	13%
F. Qual. in Information Technology	IT professionals	19%	IT support technicians, operators, etc.	17%
Sp. Qual. in Information Technology	IT professionals	38%	IT support technicians, operators, etc.	20%
Voc. Ed. in Technol. (Metal, Heat, Vehic., Electr., IT, Chem. and Wood)	Machinery mechanics and repairers	10%	Motor vehicle drivers	6%
Voc. Ed. in Paper Industry and Chemical Eng.	Paper and paperboard industrial manufacturers	13%	Laboratory Technician	11%
Voc. Ed. in Technol. (Food, Const., Land Survey, Textiles and Graphics)	Construction workers, etc.	15%	Salespersons and demonstrators	5%
Voc. Ed. in Textiles and Clothing	Salespersons and demonstrators	14%	Cleaners	4%
F. Qual. in Technol. (Metal, Heat, Vehic., Electr., IT, Chem. and Wood)	Machinery mechanics and repairers	12%	Electrical mechanics and fitters	5%
F. Qual. in Paper Industry and Chemical Eng.	Paper and paperboard industrial manufacturers	23%	Chemical processing managers	13%
F. Qual. in Technol. (Food, Constr., Land Survey, Textiles and Graphics)	Construction workers, etc.	19%	Earth-moving equipment and other machinery drivers	6%
F. Qual. in Graphics Technology	Printing press managers	19%	Lithographers	12%
Sp. Qual. in Technol. (Metal, Heat, Vehic., Electr., IT, Chem. and Wood)	Machinery mechanics and repairers	11%	Building electricity installers	5%
Sp. Qual. in Technol. (Food, Constr., Land Survey, Textiles and Graphics)	Construction workers, etc.	10%	Engineering experts	7%
Other Education in Technology	Motor vehicle drivers	5%	Editors and critics	2%
Voc. Ed. in Agriculture and Forestry	Farmers and breeders	19%	Motor vehicle drivers	5%
Voc. Ed. in Forestry	Agriculture and forestry machinery drivers	15%	Motor vehicle drivers	9%
F. Qual. in Agriculture and Forestry	Farmers and breeders	15%	Salespersons and demonstrators	10%
F. Qual. in Forestry	Motor vehicle drivers	21%	Agriculture and forestry machinery drivers	20%
Sp. Qual. in Agriculture and Forestry	Farmers and breeders	28%	Real estate service workers	9%
Voc. Ed. in Health and Welfare	Care assistants and nurses	30%	Day care workers and assistants	14%
F. Qual. in Health and Welfare	Personal care assistants	24%	Family day care providers	9%
Sp. Qual. in Health and Welfare	Care assistants and nurses	24%	Personal care assistants	24%
Voc. Ed. in Services	Salespersons and demonstrators	6%	Chefs and cooks	6%
Voc. Ed. in Beauty Care	Hairdressers and barbers	37%	Salespersons and demonstrators	9%
Voc. Ed. in Traffic and Seafaring	Motor vehicle drivers	32%	Freight handlers, warehouse workers, etc.	5%
Voc. Ed. in Safety and Security	Police	56%	Firemen	20%
Voc. Ed. in Military Science	Border and coast guard	89%	Military personnel	1%
F. Qual. in Services	Cleaners	10%	Motor vehicle drivers	8%
F. Qual. in Traffic and Seafaring	Motor vehicle drivers	58%	Freight handlers, warehouse workers, etc.	9%
Sp. Qual. in Services	Restaurant and catering managers	18%	Servers	9%
Sp. Qual. in Safety and Security	Security guards	52%	Military personnel	5%
Other Education in Services	Salespersons and demonstrators	9%	Cleaners	4%

2.2 Lower-Degree Level Tertiary Education

Degree	Most common occupation	% of all	Second most common occupation	% of all
BA (Polytec), Teacher Education	Other school teachers and private tutors	46%	Lecturers in professional training institutions	6%
BA (Polytec), Humanit., Arts and Culture	Painters and related artists	10%	Salespersons and demonstrators	5%
BA (Polytec), Visual Arts	Painters and related artists	14%	Other school teachers and private tutors	5%
BA (Polytec), Theatre and Dance	Actors	17%	Theater and movie directors	10%
BA (Polytec), Media	Painters and related artists	11%	Photographers, recorders and sound engineers	7%
BA (Polytec), Business Administration	Sales representatives, agents, and secretaries	10%	IT professionals	9%
BA, Eng. (Polytec)	IT professionals	11%	Mechanical engineers	8%
Other Polytec Bachelor's, Technology	Laboratory Technician	21%	Construction and civil engineering experts	11%
BA, Laboratory Services (Polytec)	Laboratory Technician	36%	Chemists	9%
BA, Nat.Res. (Polytec), Agric. and Forestry	Farmers and breeders	17%	Forestry professionals	8%
BA, Nat.Res. (Polytec), Agronomist	Farmers and breeders	43%	Salespersons and demonstrators	6%
BA, Nat.Res. (Polytec), Horticulturist	Garden and greenhouse growers and workers	12%	Salespersons and demonstrators	10%
BA, Nat.Res. (Polytec), Forestry	Forestry professionals	19%	Forestry technicians	11%
BA, Health Care and Social Serv. (Polytec)	Nurses	34%	Social workers	9%
BA, Health Care (Polytec), Health Care	Nurses	48%	Physiotherapists, occupational therapists, etc.	10%
Polytec BA in Services	Restaurant and catering managers	10%	Sales representatives, agents, and secretaries	7%
Polytec BA in Hotel, Catering and Home Ec.	Restaurant and catering managers	12%	Sales representatives, agents, and secretaries	8%
Polytec BA in Leisure Act. and Sports	Athletes, sports coaches, counselors, etc.	34%	Comprehensive and high-school lecturer	7%
Polytec BA Degree in Seafaring	Captains of vessels and co-pilots	33%	Transport, storage and communication directors	15%

2.3 Higher-Degree Level Tertiary Education

Degree	Most common occupation	% of all	Second most common occupation	% of all
MA (Education)	Class teacher	42%	Comprehensive and high-school lecturer	15%
Oth. Ed. in Teacher Ed. and Ed.Science	Class teacher	12%	Comprehensive and high-school lecturer	4%
Education in Arts	Painters and related artists	15%	Comprehensive and high-school lecturer	13%
Education in Music	Classical composers, musicians and singers	35%	Other school teacher and private tutor	17%
Education in Fine Arts	Painters and related artists	11%	Other school teacher and private tutor	7%
Education in Theatre and Dance	Actors	37%	Dance artist	8%
MA, Humanities	Comprehensive and high-school lecturer	23%	Language researchers, translators and interpreters	5%
MA, Linguistics	Comprehensive and high-school lecturer	34%	Language researchers, translators and interpreters	5%
MA, Translation and Interpretation	Language researchers, translators and interpreters	26%	Comprehensive and high-school lecturer	10%
MA, History and Archeology	Comprehensive and high-school lecturer	28%	State administration professionals	6%
MA, Lit., Cultural Res. and Linguistics	Comprehensive and high-school lecturer	11%	Speech therapist	9%
MA, Arts Research	Comprehensive and high-school lecturer	11%	Other school teacher and private tutor	7%
MA, Communic. and Information Sc.	Editors and critics	18%	Publicist	15%
Education in Theology	Priests and other religious professionals	40%	Comprehensive and high-school lecturer	16%
Education in Business	Auditors, chief accountants, etc.	15%	Sales representatives, agents, and secretaries	6%
Education in Social Sciences	Psychologist	11%	Social administration professionals	11%
Master of Social Sciences	State administration professionals	10%	Social administration professionals	10%
Master of Social Sciences	Social administration professionals	20%	State administration professionals	10%
Master of Administrative Sciences	State administration professionals	12%	Auditors, chief accountants etc.	9%
MA (Psychology)	Psychologist	68%	State administration professionals	4%
Education in Laws	Other legal expert	38%	Lawyers and prosecutors	12%
M.Sc. Natural Sciences	Comprehensive and high-school lecturer	15%	IT professionals	13%
M.Sc. Mathematics and Statistics	Comprehensive and high-school lecturer	41%	IT professionals	8%
M.Sc. Computer Science	IT professionals	47%	Electronics and IT professionals	9%
M.Sc. Physical Sciences	Comprehensive and high-school lecturer	24%	Physicists and astronomers	19%
M.Sc. Chemistry	Chemist	30%	Comprehensive and high-school lecturer	18%
M.Sc. Geology	Geologist and geo-physicist	32%	Construction and civil engineering experts	9%
M.Sc. Geography	Comprehensive and high-school lecturer	23%	State administration professionals	11%
M.Sc. Biology, Biosciences and Env. Sc.	Biologists, botanists, zoologists, etc.	16%	Comprehensive and high-school lecturer	10%
M.Sc in Technology	IT professionals	13%	Mechanical engineers	7%
M.Sc (Techn.), Process Eng. and Materials Eng.	Wood-processing and chemical process technology experts	15%	Mechanical engineers	6%
M.Sc (Techn.), Industrial Management	IT professionals	12%	Other technical experts	8%
M.Sc (Architecture)	Building construction professionals	52%	Land use and community building special experts	16%
Education in Agriculture and Forestry	State administration professionals	10%	Farmers and breeders	6%
Education in Health and Welfare	Other medical doctors	44%	Pharmacists	8%
Licentiate of Medicine	Other medical doctors	78%	Medical specialists and department physicians	9%
Licentiate of Dentistry	Dentists	91%	Other medical doctors	3%
Licentiate of Veterinary Medicine	Veterinarians	75%	Lecturers and senior assistants	3%
M.Sc (Pharmacy)	Pharmacists	64%	State administration professionals	5%
Master of Health Sciences	Lecturers in professional training institutions	12%	Nurses	10%
Specialist Training of Doctors	Medical specialists and department physicians	60%	Other medical doctors	20%
Education in Services	Military officers	47%	Comprehensive and high-school lecturer	24%
M.Sc (Sport and Health Sciences)	Comprehensive and high-school lecturer	49%	Athletes, sports coaches, counselors, etc.	4%
Education in Military Science	Military officers	92%	Military college officers	1%