



**militos**



## EUROPEAN SURVEY ON PROFESSIONAL SUCCESS

What do we really mean by professional success?

Are there any personality traits that guarantee success?

How can we support ourselves towards our own professional success?

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### MAJOR FINDINGS OF THE SURVEY

The Survey aimed to define **Professional Success** and the support individuals can receive while they pursue it, as well as to assess success traits. It has been conducted by the consultancy firm **Militos Emerging Technologies & Services** and the Social Enterprise for Education and Lifelong Learning **knowl**, with the cooperation of **ICAP Group S.A.**

The Survey has been supported by the Federation of Hellenic Associations of Young Entrepreneurs (O.E.SY.N.E), the Hellenic American Union (HAU), the Hellenic American College (HAEC), the Greek part of the European Network of Mentors for Women Entrepreneurs (Business Mentors), and the European Centre of Women and Technology (ECWT).

The questionnaire addressed anyone who has sought and achieved professional success **with the aim to shed light into an important aspect of professional, social and individual reality as it is experienced and/or reflected everyday by thousands of professionals, entrepreneurs as well as executives.**

The survey findings can serve as a source of inspiration and motivation for individuals who seek success and can become tools of substantial support, reflection and action for those who process and propose employment policies.

The survey sample:

- **1.156 filled out questionnaires at European level.**
- 90% of the answers come from Greece.
- The remaining 10% comes from European countries such as Cyprus, Belgium, United Kingdom, Italy, France, Luxembourg and other countries.

The following major findings are based on the total answers received:

- **70% of the participants state that they feel quite or very successful in their professional lives**, while 82,2% give out that their professional success is clearly recognized and acknowledged by other people.
- **Most of the people who took part in the survey believe that they were made for success**, while 4 out of 10 declared that they had a role model when starting their professional careers.
- **Diligence seems to be the main personal trait in the quest after success (56%)**, followed by Persistence (34%), Responsibility (32%), Adaptability (27%), and Creativity (26%).
- **The majority believes that personality and its inner qualities lead to professional success (77%)**. On the other hand, Exploiting opportunities (68%), and Lifelong learning (68%) rank also high towards the same goals.
- **The best practices to become and stay successful seem to be** the identification of strengths and management of weaknesses (48%), having passion, faith and commitment (39%), as well as seeking new information and staying 'tuned in' (34%).
- **According to the survey respondents, failure seems to be an ingredient of success**, as 65% of them having experienced failure, declare that it eventually turned out to be a benefit and an asset, provided however, that everybody should look into the lessons learned!
- Almost 9 out of 10 respondents (86%) believe that **professional success should be shared**, however, for a 54,3% the road to success is rather 'rocky' and difficult.
- **What does professional success actually mean?** Here are the most popular answers: Satisfaction (66%), Recognition (59%), Personal development (55%), Money (51%), as well as sense of giving (42%), and above all, "to do the things you love".

