

Figure 1: Expectations among Gen Y workers in the 2006 web-based survey of 219 high-performing sales representatives.
(Source: St. Catherine University)

Support from my manager	88%
Product training	84%
Introductions to my team and support staff	76%
Readiness: phone, e-mail account, business cards, etc.	76%
Regular feedback	75%
Well-defined schedule of training	67%
Creation of development plan with manager	65%
Company culture training	64%
Introduction to other areas of the company	57%
Company-appointed mentor	42%