



# **Telework: What is the ideal setup for Generation Z salespeople?**

**The goal is to understand what the ideal telework is for Generation Z salespeople**

## **Telework:**

- **Great time flexibility, better quality of life (Merabet & Bensmain 2021).**
- **Diminishing boundaries between personal and professional life (Dumas & Ruiller, 2014).**
- **An "independence" that is detrimental to social ties and the quality of life at work. (Pontier, 2014)**

## **Generation Z:**

- **Individuals born between 1995 and 2012, surrounded by technology, want more autonomy**