Informational Interview Questions

Related to your career choice or job search

- What are the important skills that you need to perform your job well?
- Can you suggest some ways a new grad could obtain experience in this field?
- What is the education or experience required for most entry-level jobs?
- If you were in my position, what would you do to get your career started?
- Is there a typical career path in this position/field?

Specific to the company

- What are the main challenges facing your company?
- How would you describe your corporate culture?
- What personal qualities or abilities are important to being successful here?

What’s the best thing about working for ____________?
- What’s the outlook like for ____________?
- What methods does your organization use to advertise opening and recruit new staff?

You may want to ask about the field or occupation

- What are the major trends that are happening or that you foresee happening?
- How do you see jobs in ______ changing?
- From your perspective, what are the main challenges to working in this field?
- For someone who wants to be a ____________ what are the entry-level positions called?
- What is a typical career path in this field or organization?
- Could you offer any input on salary ranges for new grads?
- Are there specific associations that I should join, or professional journals that I should be reading?

What do people working as a ______ do here?
- What training or education is required for this work?
- What are the skills that are most important for a position in this field/company?
- What advice would you offer a person entering this field?
- From your perspective, what are the problems you see working in this field?
- Is there anyone else you would suggest that I speak to, either within this organization or in another company?
- Do you know of other people whom I might talk to who have similar jobs?

To ask yourself

- What did I learn from this interview (both positive and negative impressions)?
- How does what I learned fit with my own interests, abilities, goals, values, etc.?
- What do I still need to know?

- What plan of action can I make?
- Who else can I speak with?
- How does this new information impact on my decision to work in this company, occupation, or discipline?