General Networking Questions

Tell Me About Yourself:
- How did you get into this field? Why did you choose this field and this company in particular?
- Would you tell me about your background before coming to this job?
- What made you decide that this was the kind of career for you to pursue?
- What is it you like about this function and industry?

Tell Me About The Job Itself:
- Which skills are most difficult to find but are most critical to this role?
- What time and resource constraints does this role generally work within?
- With which functions, levels, and business units does this role generally interact?

Tell Me About The Industry And Your Organization:
- Where do you see the industry going in the next 5 years?
- What important technologies does the organization use?
- Where do you see the company going in the next 5 years?

Tell Me About The Internal Atmosphere:
- What kind of activities do you do as a group? Business and social?
- How often would this role work in a group versus alone?
- What are the mechanisms for feedback in the organization?
- How do you maintain a climate conducive to innovation and creativity?
- How does your company encourage its people to expand, stretch, and grow?

Tell Me About The Promotional Movement:
- What methods and criteria are used for selecting management?
- How are management decisions made? Collectively or by individual managers?

Tell Me About The Financial Stability And Growth of Firm:
- Where does your firm want to be down the road?
- What would your competitors say are your company’s most significant vulnerabilities?
- (Read annual report. Correct revenues for inflation rates. Look at historical achievement.)

Where Might I Fit In?
- Given your understanding of my skills and background, how good are my chances of making a successful transition into this field?
- What are the most effective techniques for breaking into this function/industry? Are there any particular companies or employers you feel would be good targets for my efforts?
- Can you recommend others whom I could contact to gather more information about this function/industry?