
QUESTIONS TO GET THE CONVERSATION STARTED DURING AN INFORMATIONAL INTERVIEW

Remember, the best questions are well-researched and specific to the person you're talking with.

OK Question: What do you like about working for this company?

Great Question: I read recently that your company just announced a 16M Series A. How has the culture changed growing from seed round to this exciting milestone?

INDUSTRY QUESTIONS

- What does a typical career progression look like in this field?
- What is changing about this industry?
- I've researched some entry level salary information for this industry and found a range of ___ to ___, does this seem right to you?
- Are there any important conferences or professional organizations you would recommend?

COMPANY QUESTIONS

- How would you describe the company culture?
- How does this organization compare to others you've worked with?
- When accepting this role, what were some of the important things you considered?
- How does this organization support your professional growth?

ROLE QUESTIONS

- Can you tell me about a recent project you've worked on?
- Who do you typically interact with on a normal day?
- What's the most difficult part of your job?
- Do you spend more of your time working independently or in collaborations?
- What does a typical schedule look like for you in this role?

PERSONAL CAREER PATH QUESTIONS

- How did you decide to enter this field?
- What was your steepest learning curve?
- Were there any career decisions you wish you had handled differently?
- If you weren't in this field, what else would you be doing?

ADVICE QUESTIONS

- What should I be looking for in a future manager?
- What are the key skills I should be developing?
- What is important to highlight on my resume to land a position in this field?
- Are there any tools you would recommend for practicing for technical interviews?
- Are there any job search tips you would recommend?
- Do you have a sense of job titles I should be looking at based on my background?
- Is there anyone else you recommend I speak with?