

ART OF QUESTIONING

Research on Dream Company

- **What the company stands for**
- **The latest news and developments within the company**
- **A brief history of the company**
- **Who the company works for, or who works for them**

Process

- Viewing Co. Videos
- Websites
- Press Releases
- Making Notes & Preparing Questions

Nature of information to collect

- History and the culture of the organization
- Organization structure
- Range of the business
- Ownership patterns
- Size and operations
- Joint ventures
- Global operations
- Strengths and the weaknesses
- Competitors
- Rural operations
- Management operations

Nature of information to collect

- Style and marketing
- Product/service/distribution
- Employee strength
- Degree of prosperity
- Total turnover
- Growth and profitability
- Market position
- Stability
- Staff turnover
- Image and reputation
- Award and achievements
- Staff termination ratio

NAME OF THE COMPANIES

✓WIPRO

✓INFOSYS

✓HCL

✓I-FLEX I-FLEX

SOLUTION

✓PATNI

✓RELIANCE GROWTH

LIFE

✓MIND TREE CONSULTANT

✓TCS

✓MICRO SOFT

✓IBM

✓HP INVENT

✓INTEL INSIDE

✓SONY

✓COCA COLA

QUESTIONS YOU SHOULD *NEVER* ASK IN A JOB INTERVIEW

- Anything Related to Salary or Benefits
- Questions That Start With “Why?”
- “Who is Your Competition?”
- “How Often Do Reviews Occur?”
- “May I Arrive Early or Leave Late as Long as I Get My Hours In?”
- “Can I Work From Home?”
- “Would You Like to See My References?”
- How Soon Do You Promote Employees?
- Do I Get My Own Office?
- Will You Monitor My Social Networking Profiles?