SAMPLE NETWORKING QUESTIONS

Throughout your career, you will engage in networking for a variety of reasons. Different goals demand different questions. As you communicate with networking contacts, you may choose to use these questions to guide your conversation. Feel free to adapt them to fit your particular inquiries, goals, and needs.

Career Exploration & Industry Research
- Can you suggest reading material that might give me further insight into this field?
- How did you get interested in and get your start in this work?
- Does your work relate to any experiences or studies you had in college?
- What do you do in your job? What is a typical day? (What did you do yesterday, today, tomorrow?)
- What is a typical career path in this field or organization?
- What are the different jobs in this field?
- What are entry level opportunities? Can you describe them?
- What is the salary range, both entry-level and higher? Is there a ceiling?
- What position is best for learning as much as possible?
- What would you do differently (if anything) if you were starting over in your field?
- These are my strongest assets (skills, areas of knowledge, personality traits, values). Where might they fit in this or other fields?
- Please describe a typical day, week, month.
- What do you see as upcoming trends in your profession/area of expertise?
- Whom else would you recommend that I speak to for advice?

Specific Interest in a Job/Internship Opportunity
- What is the necessary or recommended education or training?
- What are the prospects for advancement?
- How has your job affected your lifestyle?
- Is there any type of training program? What skills are necessary and what experience?
- What separates a strong candidate from the competition?
- Whom else would you recommend that I speak to for advice?

Specific Interest in an Organization
- Is there a basic philosophy of the company or organization and what is it? (Is it a people, service, or product oriented business?)
- How would you describe the working atmosphere and the people with whom you work?
- How has your job affected your lifestyle?
- What are the different jobs in this organization?
- What do you like and dislike about this organization? Why? Do you find it exciting or boring? Why?
- Can you suggest reading material that might give me further insight into this organization?
- What qualities and skills would make someone a perfect fit for your profession/major/school/company/organization?
- Whom else would you recommend that I speak to for advice?

http://www.brandeis.edu/hiatt/network/prepare.html