

## SAMPLE QUESTIONS FOR INFORMATIONAL INTERVIEWS

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### ***Personal***

- How have you navigated your career post business school?
- What has been the best lesson or most valuable experience you have had post-MBA?
- What do you know now that you wish you had known when you were an MBA candidate?
- What publications, blogs, websites do you use to keep abreast of what's happening in the industry?

### ***The Organization and the State of the Industry***

- What characteristics does a successful X have at this organization?
- What are the current trends/changes you have seen over the past couple of years?
- What developments on the horizon do you see affecting the industry in the future?
- How is the industry changing and how do you see your organization adapting to those changes?
- What specialized technologies does the organization use?
- What future industry trends do you project will affect your organization?
- How does the organization differ from its competitors?
- What are the organization's goals and objectives for the coming years?
- What are the organization's policies regarding X, Y, Z?

### ***Internal Atmosphere***

- How is the organization structured?
- What is management's philosophy?
- What kind of atmosphere do they strive to create?
- What is the corporate culture?
- How are project teams organized?
- Are there formal training programs in the organization?
- Are there rotational opportunities in the organization?
- What are the typical jobs to which people leaving the firm have entered?
- How is performance measured?
- Is there a regulated exchange of feedback?

### ***Career Fields/Positions***

- What are the major responsibilities and skills required of this position?
- What is a typical day like?
- What do you find most satisfying about the job? The least satisfying?
- What types of decisions are made at your level?
- What part of the job do you find most challenging?

### ***Skills and Experience***

- What experiences or other activities should I consider to prepare me for a role at this firm?
- What are the skills you look for when hiring an X?
- Which of my skills set me apart from others in the field?
- Do you think my experiences thus far make me competitive for an X role?
- Taking into account my skills, education, and experience, what other areas would you suggest I explore?