**Informational Interviewing – Sample Questions**

* How did you get into this career field/industry?
* Which majors are most successful with securing employment in this field?
* How would you describe a typical day/week on the job?
* What is your job like?
* What kind of decisions do you make?
* How did you get your job? Why did you decide to work for this company/organization?
* What are the most satisfying aspects of your job?
* What frustrations or drawbacks do you experience at work?
* How would you describe the work environment such as work, pressure, deadlines, and routines?
* What are the essential skills to be successful in this line of work? How did you learn these skills (e.g., training programs, classroom, on the job)?
* What are the key software programs in the field?
* How much time do you spend alone? Interacting with people? Writing reports? Reading job-related publications?
* What’s an example of a problem that you help solve at work?
* How does your career affect your lifestyle (the amount of time you work vs. time for leisure, traveling, family, outside interests)?
* What are the latest developments and primary issues impacting this field today?
* How do you see jobs in the field changing over the next five to ten years?
* What educational degrees, licenses, or other credentials are required for entry and advancement in your kind of work? Are there any which are preferred or helpful?
* What are the trade/professional groups to which you belong and which do you find most beneficial to your work? What is your advice about getting involved with these organizations as a student?
* What other career areas do you see as being related to your work?
* What other functional areas within the organization do you collaborate with the most?
* What personal, characteristics, personality traits, values, strengths, and/or interests do you believe are necessary or helpful for success and satisfaction in this occupation (or organization)?
* How do people learn about job openings in the field?
* What do you wish you had known about this career field before you entered it? What about your current employer?
* How is this organization structured? What kinds of entry-level jobs are typical for this career field or employer (e.g., typical titles, responsibilities)
* What is your organization’s leadership/management philosophy? How does this differ from other organizations in this field/industry?
* What is the typical career progression in this field? What are the keys to advancement?
* What books/periodicals/websites that you would recommend?
* What special advice would you give to a young person entering this field, industry, or line of work?
* What is the next step in your career?
* Who else do you recommend I talk with about careers in this field?