Informational Interview Questions

What are the opportunities in this career like?
What skills or personal characteristics do you feel contribute most to success in this industry?
What sacrifices have you had to make to succeed in this field, and do you feel the sacrifices were worth it?
When people leave this career, what are the usual reasons?
What are the typical entry-level jobs titles and functions?
What are the most significant characteristics of this industry?
What is the most important thing that someone planning to enter this career should know?
What precisely do you do? What are the duties/functions/responsibilities of your job?
Can you walk me through what a typical day is like at your job?
What kind of problems do you deal with?
What is the best/most rewarding part of your job?
Do you have to deal with significant conflict in your job?
Can you describe some of the toughest situations you’ve faced in this job?
What part of this job is the most satisfying, most challenging, and least satisfying?
Does your work relate to any experiences or studies you had in college?
What courses have proved to be the most valuable to you and your work?
How did you prepare for this work?
What were the keys to your career advancement?
What jobs and experiences have led you to your present position?
Why did you decide to work for this company?
What is the company’s relationship with its customers?
What’s the best thing about this company?
How does a person progress in your field?
What is the highest level job you can hold in this career?
What is the average time a person might stay in the job you hold?
What skills do you use most in your career?
What do you wish you had known before you entered this career?
What are the most important skills for a position in this field?
Are there any written materials that you suggest I read?
What qualifications do you look for when you hire someone?
Would you mind taking a look at my resume to see if you have any suggestions?