



Informational Interview Questions

Informational interviewing is a conversation and networking opportunity with a professional in a field you are interested in pursuing. You can conduct as many information interviews as you would like to gain knowledge in multiple career fields.

Questions asked in an informational interview should be tailored and relevant to the job and industry of the professional. Be sure to conduct your research on the company, interviewee, customize your questions as much as possible, and dress appropriately. Remember, this is a great learning experience to assist you in your career goals as well as a great networking opportunity.

Sample Questions

1. Why did you decide to work in this industry?
2. What was your educational and career path?
3. What kind of education is needed for this specific role or industry?
4. What school subjects do you feel would be most helpful for this career field?
5. Are there additional training and educational opportunities you suggest?
6. What previous professional experiences have helped you out the most in your current role?
7. In your opinion, what type of attitude, personality traits, or personal characteristics are needed to be successful in this career?
8. If you could do it all over again, would you change your career path in any way? Why?
9. Could you describe your typical workday?
10. What parts of your job do you find most challenging?
11. What do you find most enjoyable?
12. How many hours do you work in a typical week?
13. How would you describe corporate culture?
14. Is this a growing field? What hiring trends do you see in the future?
15. What would be a reasonable entry level salary range I should expect? What is the long-term potential?
16. What is the advancement potential in this career field and is there a typical path?
17. What qualifications do you seek in a new hire?
18. What do you recommend I should be doing now to make myself marketable and ready for this career field?
19. Does your organization offer job shadowing or internship opportunities?
20. Is there anyone else you recommend I speak with to gain more information about this career field/organization?