

Questions You Can Ask at Meet the Firms

Your goal is to network with individuals in your profession, or with individuals who may link you to others in your profession. Keeping this in mind, you may ask some of the following questions to get “connected.”

1. What does your company typically look for in a person it considers for employment?
2. What is a typical day like in your job?
3. What advice do you wish you had been given when you were starting in the job market? With your company?
4. What initial training does your company offer new employees in an entry level position?
5. What characteristics in your subordinates (co-workers, supervisors) do you admire? Are most effective in the workplace?
6. What types of ongoing employee training or in-service workshops does your company provide employees?
7. What would you say are two or three aspects of your company’s culture that you appreciate? (In other words, is there an attitude of respect for employees? For customers? For employee’s families? Does the company reward hard work? Provide opportunities for you to achieve your goals and aspirations? Provide opportunities for employees to socialize? Etc.)
8. Can you give me names of anyone in my area of interest (marketing, accounting, finance, etc.) with whom I could network?
9. What value does your company place on master’s degrees? (or other certifications applicable for your major?)
10. Can you describe changes in your field over the last ten years?
11. How do you think that your field may change in the next ten years?
12. What changes do you think your company might experience in the next ten years?
13. Can you suggest anyone for me to contact who is in a position to hire someone like me?
14. LAST: Look at the person sincerely, give the individual a strong handshake, and thank him/her for the time invested in your future.

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