



CAREER SERVICES

# Networking Questions

## Good Questions Make Good Impressions

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By doing your homework on a prospective employer, you should produce several good ideas for questions that you may wish to ask. The following is a list of questions that may be useful at an informational gathering interview you initiated or at a career fair.

### The Career Field

1. What are the various jobs available in this field?
2. What is the employment outlook? Is the demand high?
3. What are typical entry-level job titles and functions?

### The Employer

1. What products or services are in the development stage now?
2. What types of training opportunities do your organization provide?
3. How do you see the company evolving over the next five years?

### Career Field Preparation

1. What education preparation do you recommend?
2. Is prior experience necessary and, if so, what?
3. If you were a college student again, what would you do differently to prepare for this job?

### Your Contact's Career Path

1. In what way did this type of work interest you, and how did you get started?
2. What jobs and experiences have led to your present position?
3. What do you like most about this company?

### Questions You May Be Asked

1. Tell me about yourself.
2. How did you become interested in this career field?
3. What have you learned from work or schoolwork that leads you to this field?

It is a good idea to keep track of all your network contacts. Here are some ideas for information that might prove valuable later:

- Contact Name
- Company/Organization Name
- Address
- Date of Meeting/Contact
- Key Points Learned
- Contact's Suggestions
- Date "Thank You" Letter Sent
- Suggestions of Other Contacts
- Next Steps

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