

## QUESTIONS FOR NETWORKING OR INFORMATIONAL MEETINGS

Consider Asking	To Learn About
<b>Tell me about your business.</b>	What are their goals, concerns, values, needs?
<b>How is business? What is happening in the industry?</b>	What is it they think is important for you to know?
<b>How do you do what you do? May I have a tour?</b>	What is their product/service?
<b>What exactly do you offer your clients/ customers?</b>	What is the technical language used in their business?
<b>How was this business started?</b>	How does their business fit into the larger industry picture?
<b>What are the most significant factors affecting your business today?</b>	What are the outside circumstances affecting their business? Growth, decline, steady?
<b>How have changes in technology most affected your business?</b>	How are these factors affecting their present hiring needs?
<b>How has your company grown or changed in the last couple of years?</b>	How has the direction of the company affected its hiring needs?
<b>What future direction do you see the company taking?</b>	Have these changes increased or decreased the need for staff?
<b>What is the greatest demand for your services or product? Where is most of the pressure from increased business felt in this company? Which department feels it the most?</b>	Where are the greatest possibilities for employment in this business? How would employment in these areas add to the growth and prosperity of the company?
<b>How do you differ from your competition?</b>	How do they perceive themselves in the marketplace? What services/products are they most proud of?
<b>Describe your star employee. What are the qualities of people who perform best in this business?</b>	What does this company need from its employees and how can I address those needs before they show up as job postings?
<b>How do you think most of the employees would describe this workplace? or If this company was known for 3 things as a workplace, what do you think those 3 would be?</b>	What kind of environment has this company created for its employees?
<b>How would you describe your company culture?</b>	What is their perception of the kind of workplace it represents?
<b>What trends do you see in the future that will affect your organization and industry? What do you think the company will look like 5 years from now?</b>	How will the company's planned growth affect its hiring needs?