Sample Networking Questions

As you communicate with networking contacts, you may choose to use these questions to guide your conversation. Adapt them to fit your particular inquiries, goals, and needs.

**Career Exploration & Industry Research**
- How did you become interested in/get your start in this line of work?
- Does your work relate to any experiences or studies you had in college?
- Would you recommend any activities for me to get involved with while still in school?
- What is a typical day/month like (Daily tasks? Longer term projects? Year-long goals?)
- What is a typical career path in this field or organization?
- What are some different entry-level job titles in this field? Can you please describe them?
- What might I expect as a salary range for an entry-level position? More senior position?
- What would you do differently (if anything) if you were starting over in your field?
- These are my strongest assets. Where might they fit in this or other fields?
- What do you see as upcoming trends in your profession/area of expertise?
- Whom else would you recommend that I speak to for advice?
- Can you suggest reading material that might give me further insight into this field?
- Can we stay connected for future conversations/opportunities (e.g. on LinkedIn, via email)?

**Specific Interest in a Job/Internship Opportunity**
- What is the necessary or recommended education or training (if not apparent from job description)?
- What are the prospects for advancement?
- What might the training look like for this role?
- What separates a strong candidate from the competition?
- How will this role interact with other staff/departments within the organization?
- Is there anything, in particular, that you think I should stress in my application materials?
- Whom else would you recommend that I speak to for advice?
- May I reference this conversation in my application materials?
- Are you aware of the hiring manager for this particular role? Would you be willing to share his/her contact information so that I may apply directly to him/her?
- Can we stay connected for future conversations/opportunities (e.g. on LinkedIn, via email)?

**Specific Interest in an Organization**
- Is there a basic philosophy of the company that all staff ascribes to?
- How would you describe the working atmosphere/culture and the people with whom you work?
- What do you like and dislike about this organization? Why?
- (How) has your job affected your lifestyle?
- What are the different departments in this organization and how do they interact?
- Can you suggest reading material that might give me further insight into this organization?
- What qualities and skills would make someone a perfect fit for your profession/major/school/company/organization?
- Whom else would you recommend that I speak to for advice?
- Can we stay connected for future conversations/opportunities (e.g. on LinkedIn, via email)?