

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)?