Making Connections at the Career Fair

Networking and informational interviews

Suggested Questions to Ask During Networking/Informational Interviews at the Career Fair

Career Specific
- Describe your career path. How did each job lead you to the next?
- How did you decide to pursue this path?
- Where can someone in an entry-level position expect to be in two years?
- What is the employment outlook in your field?
- Could you describe a typical day?
- What parts of your job do you find most challenging?
- What do you find most enjoyable?
- Is there a busy season?

Responsibilities
- What are your responsibilities?
- Describe your work environment.
- What are the titles and responsibilities of others with whom you work?

Industry Questions
- What developments on the horizon could affect future opportunities?
- Why do people leave this field or company?
- Who are the most important people in the industry today?

Salary and Advancement Opportunities
- What would be my earning potential if I entered the field?
- How are promotions handled?
- How long does it take for managers to rise to the top?
- What is the background of the most senior-level executives?

Training and Preparation
- What educational preparation would you recommend for someone who wants to advance in this field?
- What qualifications do you seek?
- How do most people enter this profession?
- What do you think of the experience I’ve had so far?
- For what types of positions would it qualify me?
- What do you think of my resume?
- Do you have any suggestions for change?
- What companies might be interested in hiring someone with my qualifications?
- How can students find summer opportunities in this field?
- What advice do you have for those preparing to enter this field?
- Do you know of other professionals with whom I might speak for more information about this field?
- When I call, can I use your name?
- Where can I get up-to-date information on salaries, employers, and industry issues?
- What professional journals and organizations should I tap into?

adapted from PaperClip Communications brochure, “Career Planning: are you on the right path?”