



Discovering the job market and keeping track of job postings and news

What questions should I ask a professional?

It is important to ask open questions in order to encourage more detailed responses instead of mere 'yes' or 'no' answers.

- How did you end up working in this profession? What is your educational background and professional history?
- What do you like most about your job?
- Are there any particular constraints? (Although this is a closed question, the answer shouldn't be. Ask the speaker to elaborate if they don't do so naturally)
- I think the following companies XX, YY are the ones to watch in this sector. What do you think?
- What kind of work could a young professional such as myself be likely to obtain in this sector? Initially? And over time?
- What advice would you give me to help me get to XX position/level?
- Do you know anyone that I might be able to contact to find out further advice?
- I've read that..., I've heard that...What do you think?
- What changes have you noticed in the sector since you started working?
- ...

Remember, this is an interview, not an interrogation! Don't ask the person TOO many questions. Let them answer each question fully before asking the next one. It's important to appear enthusiastic and curious. Your aim is to obtain information that you can use later.