**30 useful informational interview questions/Indeed**

The questions you ask should be tailored and relevant to the interviewee's industry, so be sure to customize your list as it makes sense. Below are several questions to consider asking a professional during your next informational interview:

**1. Why did you decide to work in this industry?**

The question is a great way to get to know your interviewee and understand whether your goals and motivations align.

**2. Can you tell me about what led up to earning your current position?**

Listen for the early roles the professional held in their field and what they learned along the way. This can offer details about the steps you need to take to get the job.

**3. What are the most vital steps someone should take to prepare for a role like yours?**

This answer offers distinct, actionable milestones you might set goals to achieve. Each situation is different, and there may be varied steps for aspiring professionals since the interviewee first entered their field.

**4. What accomplishments do you feel set you apart in this industry?**

While you should research your interviewee ahead of time, they may reveal more personally meaningful or unreported accomplishments when answering this question. You might learn specific ways to set yourself apart from other applicants in the future.

**5. Did you have any professional experiences unrelated to this industry that allowed you to excel in your current position?**

This question is good to learn about the professional's work history and which skills can translate across industries.

**6. What new skills have you developed as a professional since taking this role?**

This is especially important to know if the professional changed careers.

**7. Was your undergraduate major relevant to your current position?**

If not, how did your career path lead you to this role? It is important to determine whether specific postsecondary education is vital for the position they hold. Alternatively, you may want to ask about any pertinent courses you should take to prepare for the profession.

**8. Which certifications are required or can help set you apart in this role?**

You can research information about certifications beforehand, but the professional may be able to provide more insight into the right certifications to pursue.

**9. Have you worked as an intern? Does your company value internship experience?**

Follow up by asking the best ways to find internship opportunities and how internships can make you a more competitive candidate. You can also share your experience to provide context.

**10. Can you tell me what it is like to work for (or run) your company?**

Whether the interviewee is a manager, individual contributor or business owner, their perspective may help inform your career path. Their answers may also help you decide if the position and industry are right for you.

**11. What kinds of decisions do you make in your role?**

This question is particularly important if the professional you're interviewing runs their own business, but all professionals should have a decision-making process. You may gain an understanding of how the professional prioritizes tasks and employee, coworker or customer needs.

**12. Can you describe your company culture?**

The answer to this question should offer insights into the company’s values, management and leadership style, approach to solving challenges and approach to treating employees.

**13. What’s your favorite thing about your job?**

This can be a fun way to learn more about your interviewee while learning about why they find the role enjoyable.

**14. What’s your least favorite thing about your job?**

This is another great way to learn about the more difficult realities of the job. No job is perfect, but you may be more interested in handling the challenges of some roles over others.

**15. Are there any important projects you are currently working on?**

This question may give you insight into what makes the job interesting and how the company prioritizes work.

**16. Do you have a mentor? If so, how have they helped you in your career?**

While mentorship can be valuable in any role, your interviewee may outline specific best practices to get the most of mentorship in this specific role.

**17. How many hours do you typically work during the day? Week?**

Some jobs may require employees to work irregular or long hours. You should ask this question to get a sense of whether the schedule works for you.

**18. Are you able to establish a work/life balance in your field?**

This may be a more personal question, so find a natural time when your interviewer offers details about their life outside of work. This may also be a good time to discuss vacation time and paid time off.

**19. Can you tell me about the most difficult or frequent challenges you face in the role?**

This can illuminate the realities of the job and whether the challenges feel like ones you would enjoy taking on.

**20. If you weren’t in this position, what others would you be interested to pursue?**

Listen for adjacent roles you may also consider for your career path.

**21. Can you tell me about what a typical day in your job entails?**

This can inform you of the common day-to-day tasks and responsibilities of the job to better understand whether the actual work seems enjoyable and interesting.

**22. I've done some research on entry-level salaries in this industry. Are these figures accurate?**

Many professionals may opt to keep information about their own salaries private, but they may offer general information about pay, like average salaries or standard earnings for entry-level employees.

**23. What are the greatest rewards you have experienced in your industry or company?**

Rewards may include personal benefits as well as monetary ones.

**24. What surprised you the most about your position and industry?**

This is a good way to learn unexpected information you may not have thought to ask specifically about.

**25. What do you wish you had known before you started in this industry?**

This question can help set expectations and offer insights into how you should prepare to enter the job or industry.

**26. Where do you see yourself in five years? 10 years?**

This answer may provide you with insight into advancement opportunities within a company or career path.

**27. Are there any other questions I should be asking you?**

Whether you should’ve phrased a question differently or have forgotten to ask about an important aspect of the position, company or industry, the interviewee might help you here.

**28. Can you recommend any professional publications or associations that could help me in my professional development?**

Asking about contacts and trade publications can help you prepare for work in the industry. You might also ask about industry books, podcasts and newsletters you can read or subscribe to.

**29. Could you refer me to anyone else who has intimate knowledge about this job?**

The interviewee may be able to put you into contact with another professional in the industry who can further assist you.

**30. Can we stay in touch?**

You should use the opportunity of the informational interview to build your professional network. You may be able to keep in contact with the professional through social media or via email.