15 Questions to Break the Ice in Your Informational Interview

Not sure how to get the conversation started? Here are 15 questions to help break the ice. Remember, it’s best to tailor your questions to the person you’re interviewing and your particular goal. However, these questions can be used as a starting point.

1. How do you land in your current role at [Company]?
2. What factors shaped your decision to work at [Company]?
3. What type of background makes someone a good fit for your [role/company/industry]?
4. What did you find most surprising about your [role/company/industry] once you started?
5. What knowledge, skills, and experiences make you successful in your current role?
6. While there might not be a typical day in your role, what did your day look like yesterday?
7. What characteristics would you look for in a colleague if your team were expanding?
8. What’s one thing you wish you knew during previous job searches?
9. Looking back, what’s one thing you might have done differently in your career?
10. What’s the best piece of career advice you’ve received?
11. What decision or accomplishment are you most proud of in your career thus far?
12. What are some of the most challenges parts of your role?
13. Do you feel like you make a positive social and environmental impact through your role?
14. What are some of the benefits (beyond making a positive impact) your job provides?
15. What do you think is the best way to get your foot in the door at your [role/company/industry]?
   b. *(If it feels appropriate)* Is there anyone else you’d be willing to connect me with?