

# QUESTIONS TO ASK THE INTERVIEWER

Asking intelligent questions in an interview shows that you've done your research and are motivated to do well if you get the job. Following are some questions recruiters like to hear from students:

- 1. What do you do in a typical work day? In a typical week?**  
This question shows you're enthusiastic about the company and want to know about life on the job.
- 2. Why did you choose to work for this company?**  
This question gives the recruiter or hiring manager the chance to "sell" the company and gives you an idea of why someone else chose to work there.
- 3. If I'm hired, in which area of your organization might I work?**  
If you've learned about the company's various divisions on its web site, be sure to incorporate that knowledge into the question. It shows you've done your research and are interested in the company.
- 4. What is the natural career progression for employees with my skill set?**  
This question shows you're thinking about the future and hope to stay with the company.
- 5. Does this organization have a mentor or coaching program?**  
This question illustrates your desire to be the best employee you can.
- 6. What kind of internal and external training do you provide?**  
This is another question that shows you want to do the best job possible.
- 7. Does your organization use strategic planning? How often? Who participates?**  
This question shows you've given some thought to how organizations work and demonstrates your interest in this particular company.
- 8. Is diversity a part of your strategic framework?**  
Don't just ask if the company supports diversity in general. Make sure that it is part of the overall plan.
- 9. How would you describe your company culture?**  
This question provides both you and the recruiter with another opportunity to determine if you and the company are suited for each other.
- 10. What characteristics are you looking for in the person you choose to hire?**  
This question may give you an opportunity to further sell yourself.