

Comeback Girl

YOUR INFORMATIONAL INTERVIEW

AN AGENDA TO CONNECT

Establishing Likeability

TRENDS

What is impacting your business at the moment?

What are the major developments in your field of recent years?

What emerging trends do you see affecting your job/industry in the next five years?

What skills and systems are in high demand?

I've been reading about....will that/they be a transforming influence in the industry?

INSIGHTS

*What keeps you awake at night?
What are the problems you are facing right now?*

What are the milestones in your own career? (Did the person move to a competitor? Did they stay at the company for entire career? Engage them with these questions, borrow their lessons!)

How did you get started in the field?

What do you like most in your job?

What are the most challenging elements of your job?

What projects have you done that have added the most value?

ADVICE

What would you do if you were me?

Who are the key players in the field that I should get to know?

For which positions might I be best suited?

What would be the appropriate way to pursue these positions?

*What is a reasonable salary range for me to shoot for?
(Judge if appropriate)*

If you were me what would you do to maximise your chances of breaking into this industry or function?

RESEARCH

What resources should I investigate next? (Events, Webinars, Industry Websites and Newsletters, Groups)

What do you do regularly to stay updated in your field?

If I am interested in pursuing this work, who are the organisations or experts that I should follow?

If I am interested in pursuing this work are there any courses/learnings that I should undertake?

ASSIGNMENTS

What is a typical day like?

Have any projects increased in popularity recently in your company?

What will be the key focus areas for your team this year?

What type of people work in your company?

Have you had any career returners? What roles did they undertake?