

## QUESTIONS TO ASK DURING THE INTERVIEW

What's the biggest change or challenge your group has faced in the last year? What's the plan to handle X scenario?

If I get the job, how do you measure success for this role? What are the key accomplishments you'd like to see over the next year?

What's your (or my future boss') leadership style?

How does sales / operations / technology / marketing / finance work around here? (I.e., groups other than the one you're interviewing for.)

What types of people are successful here? What types of people are not?

What's one thing that's key to this company's success that somebody from outside the company wouldn't know about?

How did you get your start in this industry? What do you like about working here?

What are your group's best and worst working relationships with other groups in the company?

What's the timeline for making a decision on this position? When should I get back in touch with you?

If we are going to have a very successful year in 20xx, what will that look like? What will we have done over the next 6 months to make it successful? How does this position help achieve those goals? (This question helps show your ability to look beyond today's duties to the future more than a year away.)

What is the professional environment around here? Is there a time of year that it's "all hands on deck" and we're pulling all-nighters, or is it pretty consistent throughout the year? How about during the week / month? Is it pretty evenly spread throughout the week / month, or are there crunch days?

What is the typical day like for this position?

What type of industry / functional / skills-based experience and background are you looking for in the person who will fill this position? What would the "perfect" candidate look like?

What is your (or my future boss') hiring philosophy? Is it "hire the attitude / teach the skills" or are you primarily looking to add people with domain expertise first and foremost?