

QUESTIONS TO ASK THE INTERVIEWER

Asking the interviewer questions is a very important part of the interview. Failing to be prepared with questions to ask can be a critical mistake. Below are some questions you might want to ask. Avoid asking about salary, vacation time, employee benefits, etc. until after you've been offered the job. You will impress the interviewer if you ask questions that indicate you've done some research beforehand, such as *"I read in the Wall Street Journal last week that your company is planning to expand its retail operations in the region. Could you give me more details about the company's plans for expansion?"*

Please do not ask any questions where you already know the answer.

1. When do you plan to make a hiring decision?
2. What are the primary results you would like to see produced in this job?
3. What types of people seem to do well in this department/company?
4. What are the attributes of the people who have been successful in this position?
5. Could you give me an idea of what the company culture is like?
6. How would you describe your management style?
7. Please describe a typical day in this position.
8. Can you tell me about the team I would be working with?
9. Can you describe the opportunities for training and professional development?
10. How long have you worked for this company? What do you like about working here?
11. How would job performance be evaluated for the person in this position? Who would be responsible for that?
12. What are the next steps in the interviewing process?