

## MY QUESTIONS

Try to avoid Mondays, Fridays, and afternoons for interviews.  
Stand up during the interview to help project your voice better.  
Send a follow-up letter to the hiring managers.

1. Why is this job open?
2. Why did you (the interviewer) join the company?
3. Where is the company/division going?  
Strategy/partnerships/alliances? What are its strengths? How is it doing financially?
4. What are your challenges? Where are the bottlenecks? Are they technical, administrative, political, or cultural? What is being done to address these issues? What can I do?
5. To whom would I report? Where would I work?
6. What would my first assignment be? What are the major projects?
7. Is there a written job description? Can I see it?
8. What are the skills and attributes needed to get ahead here?
9. What can I do to achieve your goals, save time, make money, cut costs, increase workflow, stand out among my peers?
10. Do you think I can do the job? When can I start?