1. What are some important long-term trends affecting the industry?
2. How are these trends affecting market strategy? ( … or other functional areas of the business)?
3. What challenges are currently facing the industry?
4. With these trends and challenges in mind, what qualifications are managers looking for in new talent?
5. How could I become better prepared to respond to these trends, either right now or in the future?
6. What are some good sources of additional information about these trends/challenges that you can recommend?
7. With my background and experience, where do you see a fit? How feasible would it be for me to make this kind of move and what would I need to do to achieve it?
8. From my research and conversations I’ve had, X seems like a logical next step. What do you think?
9. Do you see any gaps/soft spots in my qualifications for X?
10. How should I address/compensate for that gap?
11. What assets do you think I have that I can particularly market toward X? What attributes should I highlight in my experience?
12. What is a typical career progression for a person in X?
13. What career moves might I make now that would best position me for X later on?
14. Who else do you think I should speak to as I continue to explore opportunities in this industry?
15. If you were involved in a job search in X industry right now, what kinds of things would you be doing?
16. What is the job market like right now in X?
17. What do you think is the best way to learn about opportunities in this industry/field/company?
18. In your last job search, what activities were the most effective?
19. If your company was looking for an X, how would you attract candidates?
20. Here is my target company list. Is there anyone else you think I should add, based on my interest in X?
21. Can you think of any companies that might be looking for X?
22. What's an average day like? What's an average week like?
23. What people succeed and enjoy working in this role? In this industry?
24. What people might succeed, but don't seem to enjoy it?
25. What people are drawn to this work, thinking they'll succeed and be happy, but seem to have come for the wrong reasons?