

## Interview Questions You May Want To Ask

1. Ideally, what type of person would do well in this position?
2. What are 2 or 3 top priorities of the job?
3. Can you tell me more about the position?
4. Is this a new position? Why is it open?
5. What happened to the last person in this position?
6. Who will I be working with? Can you tell me something about them?
7. How will my performance be evaluated?
8. Why did you join this organization and stay this long?
9. What are your long-range plans at this company?
10. What do you like or dislike about this company?
11. What do you see as some of the company's major challenges over the next two years?
12. How would you evaluate the financial future of this company?
13. Who are your major competitors?
14. Do you usually promote from within or hire from outside?
15. Do you have plans to expand in the future?
16. Does the company provide in-house training?
17. Most companies have some degree of internal politics. What's it like here?
18. Can you tell me something about the management system here?
19. Could I take a tour of the company?
20. The industry as a whole has been growing at a healthy 10% per annum during the last five years. How does your company compare to this industry average?
21. I've noticed many companies have developed an aggressive e-commerce strategy. What's happening here in terms of e-commerce?
22. Many merges and restructures have taken place during the past few years in our industry. Do you see this as a possibility here?
23. Where do you see this industry going in the next few years?
24. This product line has been very popular in Asia. Do you plan to move into the Asian market in the near future?
25. How many people are you interviewing for this position?



26. Do I have the type of experience and qualifications you're looking for?
27. Who makes the final hiring decision?
28. As I've indicated, I'm very interested in this position. It's really a perfect fit for me. If you don't mind, I'd like to get some feedback on my candidacy. How well did things go today? Is there anything I need to do or say that would convince you to offer me this position? I think we'll work very well together.
29. I've really enjoyed meeting you. I'm very interested in the position. What is the next step?
30. When do you expect to make a final decision?
31. If I don't hear from you within the next five days, would it be okay for me to call you?