QUESTIONS TO ASK THE INTERVIEWER

1. Describe the work environment.
2. What are the characteristics of a successful person in your organization?
3. How would you describe the organization’s personality and management style?
4. What are your expectations for new hires?
5. Describe the typical first year assignments.
6. What are the company’s strengths and weaknesses?
7. What do you like most about the organization for which you work? What do you like least?
8. Would you describe your training program for me? …OR… What type of training will I receive? (If you are applying for a management trainee position, you should have covered this in your research and need not ask unless you want more detailed information.)
9. How would you describe the differences between your organization and others similar to it?
10. What are your organization’s promotion policies?
11. How is an employee evaluated and promoted?
12. If I were to accept this position, what would be my opportunity for advancement or personal growth?
13. What is the retention rate of people in the position for which I am interviewing?
14. What are your policies or expectations regarding continuing education for your employees?
15. What are the challenging facets of the job?
16. What are the toughest problems/decisions that the person in this position will have to deal with?
17. What are the organization’s plans for future growth?
18. What industry trends will affect this company?
19. How is this firm stronger than the competition?