



## Questions about career development

“Depending on the maturity of the business you’ll need to ask different questions, but in all cases you should ensure you get a good sense of where the business is going, and how your role can grow. It’s really important that the company’s needs and expectations are aligned with your personal goals and motivations.”

“What training programs do you have in place?”

“What career paths stem from this role?”

“If I started tomorrow, what would my most immediate challenges be?”

“What is the average retention rate for this role/company?”

“Ask about something you’ve seen in the media, for example, ‘I saw that earnings last week were up, what do you think this means for this role/team?’”

## Questions that relate to yourself

“Do you need any more information about me, my previous roles or specific experience?”

“Do you have any questions about my experience (name a few examples you talked about during the interview)?”

“Do you think my experience has any gaps?”

Asking smart questions shows the interviewer that you are prepared, excited about the role and have an inquisitive mind. It’s a signal to the employer of your likely behaviour should you join their company.

Don’t treat it as a formality — the questions you pose to the interviewer can be just as important as the answers you give.

Credit: <http://www.lifehacker.com.au>