

Exemplary Informational Interview Questions

Questions For Potential Corporate Clients (B2B):

1. How would you describe the culture in your company? Is it more hierarchical or flat? More corporate or more startup-like? Do you tend to work in agile mode or in waterfall mode?
2. What are currently the main issues that personnel of your company struggles with?
Are your employees:
 - A) Unsure about their talents and strengths, and their natural potential as team members?
 - B) Disorganized at work and cannot achieve synchrony and synergy in their tasks?
 - C) Lacking soft skills and communication skills?
 - D) Falling behind with updating their professional skills and adapting to the fast-changing job market?
 - E) Afraid of the fast changes in technology and in the today's job market?
3. How many employees would you like to train? We can propose training for small teams (up to 15 persons) or for individual employees (without the limit).
4. Do you seek one-time training or a longer collaboration? Would you prefer to receive one-time service or subscription-based service?

Questions For Potential Partnering Universities (B2G):

1. What are the main struggles and worries that your students experience while entering the job market?
Are they:
 - A) Feeling insecure about their talents and potential as professionals?
 - B) Lacking soft skills and communication skills?
 - C) Unsure about which career path to choose?
 - D) Afraid of the fast changes in technology and in the today's job market?
2. How many students and/or employees would you like to train? We can propose training for small teams (up to 15 persons) or for individual employees (without the limit).
3. Do you seek one-time training or a longer collaboration?