

Smart Questions to Ask Employers

You've prepped on how to answer any questions that may come up during an interview----but what do you ask the interviewer when the time comes? The questions you ask can be just as important as those you answer. Here are some suggestions to help you get the most out of this role reversal. After all, due diligence goes both ways:

Questions to ask the Interviewer:

1. What plans does the company/division, and/or department have?
2. What impact will they have?
3. Are there any short- or long-term problems with (the area you will be working)?
4. Who are your key people and what are their backgrounds?
5. How long do people stay in department/company?
6. What is the company's management philosophy?
7. Why is the position open?
8. What are the responsibilities and reporting relationships of the position?
9. What are the six-month and one-year goals for this position?
10. What is the history and growth of the product line/client?

Use the information on the company's web site to help formulate these questions and others. If the company has their five year plan on line, ask how that will affect this opportunity. You want to show that you have done your homework and that you have an interest in finding out more. Highlighting your overall business knowledge is a plus!