

INFORMATIONAL INTERVIEWS

The act of talking to someone who works in a role or course that you like and or admire, generally over coffee!

Your aim is to learn their career story so you can apply what they have learnt to your own journey.



WHY?

As human beings, we crave human connection and to hear personal stories from other individuals is key to developing your understanding of work. It allows you to gain a perspective from someone who knows the industry well.



CONNECTIONS

Each and every person you speak with, connect on LinkedIn or other social media channels and follow their updates. Please return the favour by liking their updates and sharing their posts. Don't be afraid to catch up with them in the future and keep them updated on what you are doing.

WHAT WILL YOU NEED?

1 x Agreed Location- offer to come to meet them as they are helping you!

1 x Note Pad and Pen - take notes about what they say and share

1 x Smartphone with LinkedIn App - connect with them after the conversation

1 x \$10 Note - you must pay for the coffee!

1 x Curious Mind - go into the discussion curious and open to what they may share and say

TRY THESE



Over the page, you will find examples of questions to use that able you to gain critical insights to help you with your career development.

EDUCATION

What course did you complete?

What ongoing training do you need to do?

What books do you recommend?

Who are some of your mentors?



THE JOB

What does a typical day look like for you?

What do you enjoy most about the role?

What do you find challenging about the role?

What tips would you give me to land a job like yours one day?



SKILLS

What are the ideal skills needed to succeed in this role?

How have you developed the skills for your role?

What skills do you think this industry lacks?

What extra curriculum activities can I participate in to help me in this role?

FURTHER CONVERSATIONS

Who else could I talk to about this field?

Who do you suggest I follow on social media in this space?

Would you be open to having another conversation down the track to share my development?

THANKS & FOLLOW UP

Remember every conversation that you have, send a follow-up email or thank you connection request on LinkedIn. This person has now become a connection!

"Hi (insert name)

Thank you for your time the other day and sharing your knowledge on all things (insert topics). I would love to stay connected and follow your journey and share my own updates when appropriate.

Thanks again for your time!"

