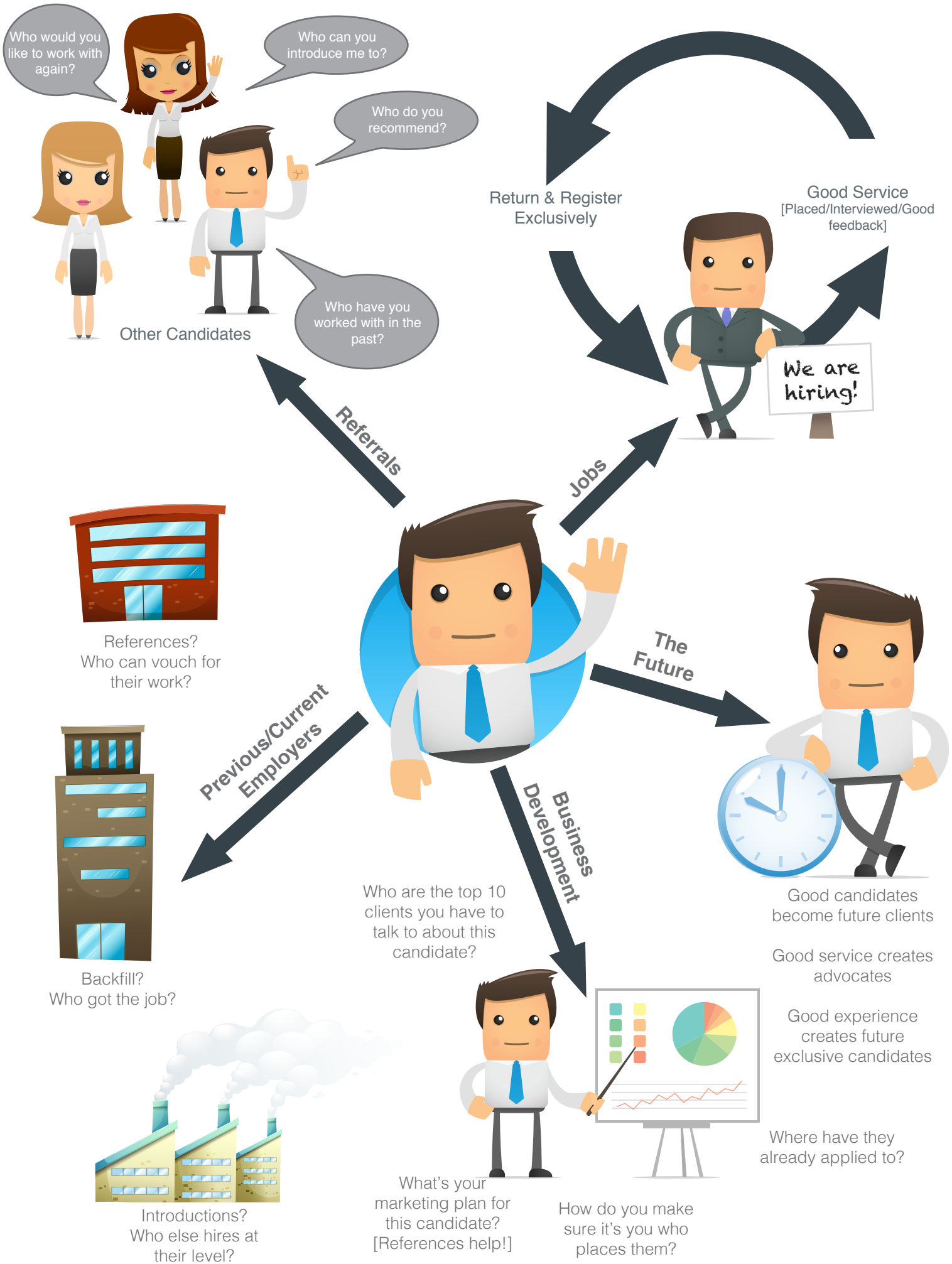


Lifetime Value of a Candidate





Company

- How many people work at that site?
- What is the biggest department they have?
- How many people work in your team?
- How many other sites do they have?
- What plans have they shared about the future?
- Who are the main customers/suppliers/partners?

People

- Who else do you work with who does X?
- Who interviewed you?
- Who would you resign to?
- Who recruits contractors there?
- Who else feels the same as you?
- Who is the best manager you've ever had? Where do they work now?

Jobs/Work

- What are they currently hiring for where you work?
- What would be your next step in the company? Who does that job now?
- What made you decide to join?
- What projects are you involved with?
- What do you think you will be working on in the future if you stay?
- How did you get the job there?
- What was the interview/hiring process you went through?