



Informational Interviewing Questions: Consulting

How much time did you take when considering whether or not to pursue consulting? From the time you made your decision, how much time did it take for you to implement it?

What are the pros/positives about being a consultant? Which one do you value the most?

What are the cons/negatives about being a consultant? Which one impacts you the most?

What surprised you about the life of a consultant after you made the transition?

What unforeseen issues did you encounter in your experience of transitioning into consulting?

What does a typical day look like for you?

What role did assessments (formal or informal) play in your decision to become a consultant?

Do you have any particular assessments you would recommend to others who are considering consulting?

What is the most important piece of self-knowledge you leverage as a consultant in your day to day practice?

What type and level of diligence did you do before making your decision?

Did you have a business plan before you began your practice? If so, what template did you use?

For someone just starting off, what are the most important components of a business plan to focus on?

How did you financially prepare to transition into consulting? What type of safety net would you recommend to others just starting out?

At what point/how long into your consultancy did you experience your first measurable success (financial or otherwise)?

What resources could you not live without as a consultant? What is your favorite consulting related website?

What were the most critical steps you took/best practices you implemented in each of the following phases?

- Pre-decision
- Execution
- Post-decision (3 mos/6mos/1 yr)

What do you know now that you wish you knew before embarking on the transition to being a consultant?

What specific tools or pieces of knowledge do you feel directly impacted your success?

Would you go back to a firm/company? Under what circumstances?