

Helpful Materials for Interviewers

Author Bio

Heather Hollick is a teacher, coach, consultant, and writer on a mission to make the world a better place to work. After teaching math and physics to high school and college students for seven years, she moved into the corporate world where she spent more than 25 years in a variety of industries and organizational cultures. She now works with ambitious professionals in the areas of networking, careers, high-performing teams, and leadership development.

Heather has a nomadic spirit and a global perspective. She has worked across the US, in Canada, and in the UK, spanning companies such as Cisco Systems, MetLife, United Healthcare, Research in Motion, and the pension department of the British government. Her responsibilities have spanned IT, HR, organizational development, consulting, and building volunteer organizations. Heather earned an MBA from the University of California at Berkeley and an M.S. in applied mathematics from Purdue University. You can learn more about Heather on her website at heatherhollick.com

Possible Interview Questions

1. How did the book come to be? Why did you write it?
2. The description on the back of your book proclaims that the way we're networking isn't working. What's not working about it?
3. You have been known to downplay networking events. What's wrong with events?
4. You are an avowed introvert. Are introverts at a disadvantage when it comes to networking?
5. What are some of your suggestions to help introverts be better networkers?
6. In Part I of your book you lay out in great detail what you call *The Networking Mindset*. Can you describe that mindset?
7. A lot of people hate small talk. You're a fan. What's so great about small talk?
8. You say that the question, "What do you do?" is the world's worst networking question. Why is it so bad?
9. How do you define networking?
10. You have several chapters that offer detailed how-to advice for using LinkedIn. Why are you such a fan of LinkedIn?
11. Everyone seems to know that if you are looking for a job then you need to network. What is your advice for people who are job searching?
12. Part IV of your book is called *Networking at Work*. Isn't networking a social activity? How does it apply to your working environment?
13. You link networking with having a sense of purpose. How do they relate?
(This is a good question to wrap up the interview with.)

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Book and Contact Information

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