DESA
GLOBAL LEADERSHIP

YOUR CONVERSATION STARTER PACK

Powerful Questions to Elevate Networking



Let's spark a cross-functional conversation...

- What do you wish you had known 3 months into this role? (great for new hire)
- What's keeping you up at night these days?
- What's something exciting you're working on?
- I'd like to share more about a key project my team is working on, I'm curious to hear your insights & 2 people you think could add value.

Share personal wisdom with me...

- What's something you're really proud of - personally or professionally - that most people don't know?
- What's one mistake or failure that ended up teaching you something valuable?
- Who has been the most influential person in your career, and why?
- How do you go about building & extending your network/work relationships?

Tell me what's behind your role...

- In what ways is your job stressful and how do you handle those challenges?
- What's one small thing that would make your work experience significantly better?
- What obstacles do you see getting in the way of the company's growth?
- Do you feel you made sacrifices to get to this role? Looking back, what would you have done differently?

Magical phrases to keep a conversation going:

- Tell me more
- Can you share an example?
- What else?

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