

FROM THE VIDEO: THREE QUESTIONS THAT MAKE NETWORKING USEFUL

3 Better Networking Questions

The three questions to use at a career fair instead of the ones you could have Googled — and the one thing to do with the answers.

Most students burn a career event asking what the company does and what a typical day looks like. Both are on the website. These three are not, because the answers only exist inside the person's head. Screenshot this page and open it in line.

1 What part of your job took the longest to learn?

Ask this first. It is the one that opens people up.

- You get the real skill, not the job description version of it.
 - It tells you what to start learning now, years before you would find out on your own.
 - People like answering it, because it is about their experience and not a test of the company.
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2 What do beginners in your field usually misunderstand?

This is the mistake question, asked so they do not have to call you a beginner.

- You find out what everyone your age gets wrong, before you get it wrong.
 - It shows you are thinking about the work, not about getting hired today.
 - Listen for the word "actually" — that is where the useful part starts.
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3 What is AI changing in your work, and what skill would you learn first if you were my age?

Two halves, one question. Ask both together.

- The first half tells you which parts of the job are moving.
- The second half turns their whole career into one recommendation aimed at you.
- You will get a different answer from every person. Collect them.

4 Then do the part everyone skips

The conversation is not the value. What you do that night is.

- Write down ONE tool, skill, or problem they mentioned. Just one, in your phone, before you walk away.
- Research it that night while you still remember why it mattered.
- Now the conversation gave you an actual next move instead of a business card.

This is also the best possible follow-up message: "You mentioned X — I looked into it and tried Y."

[Browse the free library](#) ↗

joinskillbridge.com/resources — Every free SkillBridge guide and template, including the Starter Toolkit.

The pocket version

- What took the longest to learn?
- What do beginners misunderstand?
- What is AI changing, and what would you learn first at my age?
- Write down one tool, skill, or problem. Research it tonight.

Last verified 2026-07-28. The three questions are the exact ones from the video. Ask them in your own voice.