

# Key questions for a University careers team

Below are a number of the top questions we recommend asking when you first meet or start working with a University careers team:

- What is the most efficient way for us to build our brand on campus?
- What can you do to help us promote our roles?
- What are other (similar) employers doing on campus that has been working well?
- What percentage of your students complete a placement?
- How many students do you have studying?
- How can you help us to work with specific courses?
- Are there any strong courses we should consider targeting?
- How can we support your students to prepare for work?
- What new schemes or initiatives are you launching?
- What opportunities are there to present within the curriculum?

Here are a few more questions that you might want to consider:

- Can you offer any support, training, materials, funding or facilities to support our recruitment activity as well as our promotional efforts?
- Are there any benefits to us agreeing an exclusivity agreement with you, where we would guarantee to only advertise our opportunities to your graduates?
- Do you offer any graduate training, networking, or CPD events that a graduate could attend with you after we have hired them?
- Given our business plans for the next 3-5 years are there any other areas/ departments of the University we should be talking to e.g. research, consultancy, innovation and enterprise. If so, can you introduce us?