**Stakeholder Interview Questions**

Before you begin, remember that the better you conduct these interviews, the less you'll need to disrupt these individuals and their work. Interviewing is a soft skill—approach it with curiosity. Aim to gain a comprehensive understanding from the outset to reduce the need for frequent follow-ups. The clearer they can explain their processes, the better you'll be able to perform your role and minimize interruptions.

1. Describe your role and responsibilities and how your work supports the business.
2. Can you list the mission-critical applications your department uses daily? Given 40 hours a week, which applications do you regularly use during that time (besides email/office) to do your job?
3. What data types (financial, health, etc.) are stored in these applications, and how does your department use this data?
4. What is acceptable downtime for these applications?
   1. How does this application affect the business if it is down for X days?
   2. If the application was restored from backup, how many days would you have to revert?
5. Could you walk me through the business workflow using these systems?
6. What are your primary concerns about your current systems and data security?
7. Is the system you’re using sufficient (meeting your needs) or are you planning on replacing it? And what is the timeline?
8. How can the vCISO and security help your line of business?