



Professional Series Pre-Course Work

*Interview your Direct Supervisor in order to answer the following questions.*

1. What do you want me (the student) to learn or achieve from the NADA Management Professional course?

A better understanding of to manage and measure the success and failures of the Parts department. Should be able to conduct a monthly recap meeting in the future.

2. What would you like me to bring back to the workplace as a result of this training?

Same as #1.

3. How will what I learn in the program be shared with the rest of the team (if applicable)?

Being able to participate in Parts recap meetings and share additional metrics you learn to measure the Parts Dept that we are currently not utilizing.

4. How will what I learn be integrated into day-to-day work upon return?

Mary, will be spending some of her day in the day-to-day operations of the Parts Dept.



Professional Series Pre-Course Work

5. In your role as a Direct Supervisor, what three things challenge you the most?

Being able to hire good people.

Parts Obsolescence

Hitting our monthly sales objective

Self-reflect on the following question:

1. What is my purpose for attending this course?

As I continue to grow in my career at Bayshore, my primary goal is to continue learning the entire business so that whatever role that I have, I contribute to the growth of the company. It is very important to me, to gain the knowledge and skill to strengthen and support our team. As a key take-away, I expect to understand parts metrics in order to contribute to monthly recap meetings with relevancy.

Thank you for your participation! See you in the course.