



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?

- Auditor Training techniques
- What metrics to watch and what changes them
- Financial metrics of department
- How to Audit RO
 - Financial Statement

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

- Auditor Training
- Metrics to hold Auditors Accountable
- Accountability of Auditors
- Financial Statement

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

- Daily Trainings
- Weekly meeting

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

- Daily morning Auditor training
- 1X1 Weekly performance meetings



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

- Accountability
- Aduser Training - Aduser Performance
- Lack of ASR on drive
- Low MPVI Presented #'s

Self-reflect on the following question:

1. What is my purpose for attending this course?

To improve my skills in management of the front end of the dealership, and gain better understanding of navigating metrics

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