



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?

*To gain more insight in the various aspects of the parts department. Some of the areas include managing physical inventory, obsolescence concerns, and promotional purchasing.*

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

*Learn the best practices and new innovative ideas to implement for managing the company's investment in the parts department.*

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

*Meetings with the company's parts management team, dealership management team, and department staff.*

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

*Identify areas that may need improvement and propose changes before implementation. Then track results in real time.*



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

Obsolescence, smart purchasing, and control of the physical inventory.

Self-reflect on the following question:

1. What is my purpose for attending this course?

To further my knowledge of parts department operations, industry standards, and best practices. This should help me grow as a parts department manager and increase my efficiency with managing inventory.

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