



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 achieve
shadow other departments: sales, service, PARTS, WED-CARS
to see how they run their teams and how business is created
with customers.

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

better understanding and better managing
inventory schedules for the guest lounge refreshments
and gifting items to guests.

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

take the best practices and share with my peers
to ~~be~~ be on the same page and create better
efficiency with all the departments.

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

knowing how to read financial statements



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

- Feeling the accountability ~~with~~ in his team finding someone to finish the job or himself jumping in because he needs to be at the desk; sales tower.
- ~~Being~~ GM showing things to him and getting a 100% grasp on a certain topic and remembering how to do a specific task.

Self-reflect on the following question:

1. What is my purpose for attending this course?

To better understand the components of dealership accounting and learning how to read financial statements and know how to describe monthly and yearly functions.

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