



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?

Improve management skills and learn new methods for evaluating results of dealership and for monitoring dealership activities.

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

New ideas to better run the administrative functions. Better tools to manage assets.

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

Will hold followup meetings with other office staff and managers.

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

My goal is to develop an actionable list of ideas that I hope to implement. Then I will develop a time-line for implementation.



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5. In your role as a Direct Supervisor, what three things challenge you the most?
Motivating employees beyond financial compensation.
Dealing with personnel conflicts
Balancing work environment (open-relaxed environment vs. productive)

Self-reflect on the following question:

1. What is my purpose for attending this course?
Improvement

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