



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?

- UNDERSTANDING THE INDUSTRY STANDARD FOR THE VARIOUS DEPARTMENTS
- PRODUCTION OF REPORTS
- MEASURE & REPORT BACK ON SUCCESSES & FAILURES OF THE DEPARTMENTS

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

- TOOLS TO HELP MEET THE GOALS ATTAINED FROM QUESTION 1 ABOVE
- MORE PROFESSIONALISM

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

REPORTS and updates at regular weekly MGR MEETINGS

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

DEPENDS ON WHAT IS TAUGHT & LEARNED and how it pertains to our individual dealership



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

1. EMPLOYEES- Disapline (correcting and addressing behavior)
2. ORGANIZATION and time management
3. Profitability related ISSUES

Self-reflect on the following question:

1. What is my purpose for attending this course?

- TO GAIN Knowledge + information directly PERTAINING TO THE AUTO INDUSTRY
- meeting people who may also be a FORD DEALERSHIP and also using PBS
- Learning TO BE MORE Management oriented and taken MORE seriously

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