



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?

FINDING WAYS TO MOTIVATE PEOPLE  
AND CONTINUE TO BE PROFITABLE

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

How to smoothly transition into a  
new ~~job~~ MANAGEMENT POSITION, WITH THE  
LIMITED STAFF.

WHAT IS THE BEST WAY TO ANNOUNCE  
SOMEONE WITH LESS TIME TAKES THE PROMOTION.

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

HOPE TO COME BACK WITH THE KNOWLEDGE  
TO IMPROVE AND MAINTAIN THE PROCESSES IN  
PLACE

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

~~TO~~ TO LEARN HOW TO BUILD POSITIVE  
TEAM MEMBER RELATIONSHIPS SO EVERY ONE  
CAN WORK TOGETHER WITHOUT ALL THE FINGER  
POINTING AND BLAME TOSSING.



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

- FINDING QUALIFIED CANDIDATES
- GETTING EVERYONE TO WORK TOGETHER AS A TEAM
- TIME MANAGEMENT

Self-reflect on the following question:

1. What is my purpose for attending this course?

TO GET A BETTER UNDERSTANDING OF THE OVERALL MANAGEMENT POSITION. TO SEE HOW THE AUTO INDUSTRY VIEWS THE POSITION COMPARED TO THE DEALERSHIP I WORK AT. HOW THOSE VIEWS ARE SIMILAR AND WHAT WE DO DIFFERENT, IF ANYTHING.

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