



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?

A strong understanding of what is best practice in the industry today. NADA has a strong presence in the marketplace.

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

A few of the critical trends in the industry related to software and applications that dealers need to survive and thrive especially in regards to parts ordering and distribution.

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

It will shape the direction of innovation and guide some of our strategic principles.

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

All business requirements will be considered with some of these NADA principles and trends. If something stands out I will look to invest as this would be a good substantiation.



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

- ① Knowing what is best for my dealers, as a requirement valid?
- ② What innovations are disrupting the market. Can I take advantage?
- ③ What am I not doing that I should be?

Self-reflect on the following question:

1. What is my purpose for attending this course?

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