



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 NEW METRIC OR BENCHMARK

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

HOW TO APPLY THE NEW METRIC OR BENCHMARK

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

TEAM AND/OR INDIVIDUAL MEETINGS, KEEP IT SIMPLE
TO DRIVE FOCUS

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

DEPENDS ENTIRELY ON WHAT METRICS OR BENCHMARKS
ARE MULTIPLE WAYS TO IMPLEMENT OR INTEGRATE



Professional Series Pre-Course Work

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

- 1) FINDING PEOPLE THAT WANT TO WORK IN THE DEALERSHIP INDUSTRY
- 2) TOO MANY FACTORY PROGRAMS, METRICS AND GOAL PARTS ALWAYS BEING MOVED
- 3) PARTS AVAILABILITY

Self-reflect on the following question:

1. What is my purpose for attending this course?

TO CONTINUE TO STAY FRESH, LEARN NEW THINGS AND EVOLVE

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