



## 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?

To understand my main focus of what I am supposed to do. \* Know how to "trouble shoot" \*

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

KPIs, how to trouble shoot, track lost sales/compare Audi to NADA, how to be more efficient.

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

Lost sales and the total lost sales ( if they include what advisors do not sell )

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

Lost sales may be tracked differently, my work and duties will be more efficient.



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

Personnel, putting out fires vs preemptive ( fire extinguisher vs. good policy ) and keeping momentum.

Self-reflect on the following question:

1. What is my purpose for attending this course?

I want to become more knowledgeable about my responsibilities, and where to focus my energies. I want to learn how to become more efficient, and increase profitability.

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