



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?

Lost sales (why the importance). Develop wholesale, Internet, accessories.
Month end reports(get more understanding and importance) make relationships.

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

Top-3 ideals or things we were doing in class.

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

Sharing with GM, and Parts team.
Shared with our Leadership team.

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

My GM just finished the Parts class with you, we will be closely improving Parts, resources, people support. Continue to improve...grow the business.



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5. In your role as a Direct Supervisor, what three things challenge you the most?
Talent Managing...improve customer experience,
Getting Skill set...assigning, making sure people are trained.
Defining & documenting written procecess for every dept.

Self-reflect on the following question:

1. What is my purpose for attending this course?

Becoming a better leader.

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