



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?

INCREASED EFFICIENCY & PROFITABILITY  
IN THE PARTS DEPARTMENT.

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

PROCESS IMPROVEMENTS WHERE  
APPLICABLE.

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

~~THE~~ FINDING WAYS TO INCREASE PARTS DEPARTMENT  
SALES & GROSS PROFIT THROUGH ADDITIONAL  
AVENUES.

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

FINDING ADDITIONAL OPPORTUNITIES FOR PARTS  
PROCUREMENT & SALES.



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

1. DEALING W/ STELLANTIS PARTS BACKORDER ISSUES
2. USED CAR PARTS PROCUREMENT & SPEED
3. ADDITIONAL PARTS SALES OPPORTUNITIES

Self-reflect on the following question:

1. What is my purpose for attending this course?

TO GET A DIFFERENT VIEW OF PARTS MANAGEMENT  
TO HELP INCREASE EFFICIENCY AND GROSS PROFIT

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