



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?

An in-depth analysis of dealership accounting, and use those skills to achieve:

- 1-decrease or control expenses
- 2-identify revenue opportunities
- 3-look for & unlock frozen assets

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

Suggetions
New Processes

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

Communicated with individual managers and with team as a whole

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

Hopefully with answers from above



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5. In your role as a Direct Supervisor, what three things challenge you the most?
 - 1) Lack of Revenue
 - 2) Controlling expenses
 - 3) Attracting, retaining and maximizing employees

Self-reflect on the following question:

1. What is my purpose for attending this course?

To achieve the goals that my direct supervisor wants me to achieve
To be the best I can be in my position that will improve all aspects of the dealership's success.

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