

# NADA Professional Series PARTS MANAGEMENT



Profitably operate the dealership parts department.

Four instructional modules designed for the new or high-potential department manager.



16-HOUR

8-HOUR

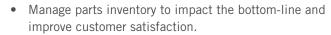
**Online** 

Instructor-led

### LEARN THE JOB, SECURE YOUR SUCCESS

### **Core Competencies**

- Learn how to best compete in your market.
- Maximize parts turns and reduce obsolescence.
- Develop parts processes that support the dealership vision.



 Understand financial metrics needed to improve department profitability.



16-HOUR

Instructor-led

### LEARN TO LEAD, LEVERAGE THE POWER OF MANY

### **Leadership Foundations**

 Adopt DISC as a model of leadership behavior and versatility, facilitating open communication.



8-HOUR

**Online** 

- Utilize problem solving and decision making in conflict resolution.
- Employ the SMART model to achieve goals.
- Sharpen your leadership style to motivate your team.
- Raise productivity through skilled time management and ongoing priority analysis.



8-HOUR

**Online** 

### LEARN TO BUILD YOUR TEAM, ATTRACT TOP TALENT

### **Human Resources Foundations**

- Uncover the correlation between people and profit.
- Develop an effective onboarding program.



## LEARN TO FIND THE DATA YOU NEED, TO SUCCEED

### **DMS Applications**

- Harness the power of department specific reports.
- Discover the most impactful functions of the DMS.

### **PRICING**

- \$2,995
- Secure a spot today: \$95 non-refundable deposit at nada.org/professionalseries

### WHY ENROLL?

- Designed by retail experts to fit your retail lifestyle.
- Become the recognized expert in your dealer group.
- Invest in yourself.
- Gain the confidence to be secure in a leadership role.

### WHERE?

 Training is held in convenient locations throughout the U.S. to meet market demands.

### WHEN?

See schedule on back.

8-HOUR

**Online**