

# CAR DEALERSHIP SALES TRAINING PROGRAMME

## Level 2



**Title:** Preparing for General Management (Gold)  
**Audience:** Car Sales Managers wishing to progress  
**Length:** 2 days  
**Format:** Interactive workshop

### Training Course Overview:

This course is intended to give Car Sales Managers the competencies and in readiness to enter into General Management. As such the training focuses on the leadership skills and strategic management necessary to excel in the role. There is also a strong emphasis on the fundamentals of the accounting function within the dealership business.

### Key Learning Areas:

- Advanced influencing and management skills.
- Managing multiple departments.
- Managing managers.
- Accounts integration and action plan building.
- Car dealership business controls.
- Understanding car dealership accounting KPIs and benchmarks.
- Asking the right questions of your accounts department.
- The basic understanding of a balance sheet.
- Impact of department accounts and the back page on your overall dealership profit.
- Car manufacturer composite information.
- Inspirational leadership and strategic car dealership management.
- Allocating your time in the right proportions by department to drive maximum profitability.
- Staying grounded, unloading the administration to enable front foot management.

Are you interested? Call us on 01325 637251 or  
complete the contact form on [www.motorvise.com](http://www.motorvise.com)

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