

MOTORCYCLE DEALERSHIP SALES TRAINING PROGRAMME



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

Training Course Overview:

This course is intended to give Motorcycle 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.
- Motorcycle dealership business controls.
- Understanding motorcycle 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.
- Motorcycle manufacturer composite information.
- Inspirational leadership and strategic motorcycle 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

Automotive
Training Academy



CAR DEALERSHIP
TRAINING



ELECTRIC
VEHICLE
TRAINING



MOTORCYCLE
DEALERSHIP
TRAINING



LEISURE VEHICLE
DEALERSHIP
TRAINING