



At last, leading simplified!

*A Review of Cracking the Code to Leadership by John A. Foley, PhD,
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At last, leading simplified. This still doesn't mean it's easy. It requires practice, lots and lots of practice. But when you can use the same framework for providing leadership in supervising, selling, coaching, negotiating, and customer service, it brings the clarity that we've all been seeking. And respect for followers and their decisions is built into the process.

After all, without followership, there really isn't valid, viable, sustainable leadership. Away with the excuses! Away with the blind spots! Away with the rationalizations! In with Cracking the Code to Leadership and PAR training!

It's all too common to label any series of steps as a process. But a real process includes a way to actually measure - to know - when a step in the process has been completed as desired. And a real process includes feedback loops to validate that the process is both valid and working as planned from the customer's viewpoint.

Well, thanks to Cracking the Code to Leadership and The PAR Group, leadership is now, at long last, a process. And it's a process that works for leadership in supervising, selling, coaching, negotiating, and customer service.

Cracking the Code and PAR training is simple, clear and long overdue in most organizations. Your followers await you. It's time to take the lead.