

The Art & Power of Listening

Have you questioned if the friend you are pouring your heart out to is really listening? Does your boss understand your aspirations or do you really feel your partner is hearing your pain and frustration. What about the person you've just been introduced to? How's the conversation flowing, is it stimulating or are you finding a way out and fast.

The truth is, it's not always what you are saying that makes a great conversation it's also whether you are listening. It's not easy being a good listener, but it can be developed. Listening has an art behind it and can be used in powerful situations such listening to a friend who has a dreadful problem or influencing colleagues to think another way by drawing information from them or listening to someone who is sharing their dream of being on stage, in the lime light, singing their heart out or dancing till there heart is racing.

Becoming a Life Coach has helped me develop my listening skills as this is a huge part of being an effective Coach, and I wanted to share with you the four levels of listening by Author "Julie Starr".

Cosmetic this is "pretending to listen" you're looking at someone you might be nodding, and adding "listening noises" such as "hmmm" or "yes". Occasionally you might say..."what was that" or "what did you just say?"

Conversational listening, this is the most popular, we listen, think, talk, we listen, think talk. The focus is on what they are saying, but also on what we are saying or thinking of saying. Conversational listening is a natural activity for most people, it requires little effort, and is present in most of our daily conversations. This can be tremendous fun and quite energising.

Active listening is when someone is focused and making the effort to listen; they process the information and fully understand what the other person is saying. The listener is clarifying with questions and possible repeating information back to ensure they are registering the correct information and by this can offer observations and conclusions.

Deep listening is almost telepathic and goes beyond the usual manner for listening and could even hear what is unsaid. This is like a "higher" state of listening and one that can benefit greatly to the person being listened to. The listener is totally focused and present and has no or very little awareness of them self.

So why develop "Deep" listening or carry out more "Active" listening?

1. You'll get a clear understanding of other people, their situations, thoughts and issues.
2. You will have the ability to develop better rapport or relationships with others.
3. Have a more relaxed style of conversation with others.
4. Become a magnet to others as you show genuine interest in their life/business etc

For more information or tips on how to develop listening skills you can read "The Coaching Manual" by Julie Starr or contact Life Coach Neelam Challoner www.designerlifecoaching.co.uk Original Article was published on Fringe Report www.fringereport.com