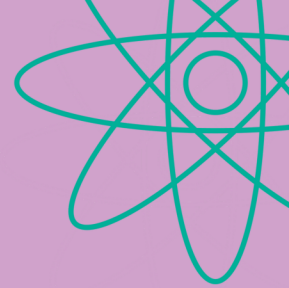
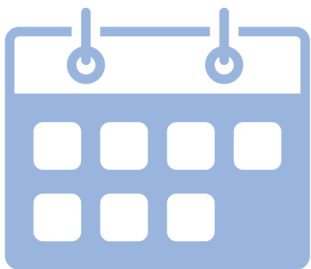


# HOW DO



# YOU LISTEN?

## BASED ON "QUIET LEADERSHIP" BY DAVID ROCK



### TAKE ONE WEEK TO RUN A LISTENING EXPERIMENT

- Take one week to notice how you listen in each conversation
- Whenever you speak to someone, use the checklist below to mark down how you were listening

### LISTENING CHECKLIST



Are you listening for/to...

1. Opportunities to sound intelligent
2. A chance to seem funny
3. How you can sound important
4. Get information you want
5. External distractions (other noises)
6. What's going on with the person
7. Your own thoughts
8. See how you can help
9. Understand the problem
10. See how you can benefit
11. Listen for potential to help the other person think



### ASSESS RESULTS & NEXT STEPS

- What % were you listening for others (#11) versus listening for your own benefit (#1 to #10)?
- Successful listeners believe the other person has what they need to be successful - they just need to explore their thoughts out loud
- **Q:** How can you catch your listening style in the moment and switch to listening for potential?
- **Q:** What questions can you ask to help others think things through?