



## **Practicing Deep Listening**

Principles and practices for deep listening:

- Listen to learn
- Listen for understanding rather than agreement
- Ask powerful questions

### ***Try It Out***

- As you listen to people speaking, listen for what is alive in them that hasn't yet been spoken. What are the speaker's deeper feelings and desires, emotions, wants, and needs?
- Reflect back what you hear. How can you move beyond the formula of "what I hear you saying..." to a place where your reflection offers a genuine understanding and empathy for the speaker's meaning?

### ***Exercises***

Give an example where you felt you practiced deep listening this week – what did you learn that you might not have learned without this listening? What were the results?

Think about a situation in the upcoming week where you want to bring deep listening.