

LISTENING SKILLS TEST

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Listening is the

- *most used*
- *least taught*
- *most poorly applied*

skill we have

- 60% of communication is listening
- 75% of an executive's day is listening
- 55% of meaning = body language
- 38% of meaning = tone
- 7% of meaning = words

Practice Exercise:

***Stop what you are doing for 15 seconds and just listen.
Closing your eyes may help.***

Compare what you heard in 15 seconds to what you heard when you entered the environment or room you are in.

It's helpful to do this mini exercise with a group, as a family, with friends when there is time to share observations. In settings where time may be a concern - set up the exercise and allow for self reflection or observations.

Expanding this exercise to 3 minutes a day allows you to recalibrate your brain.

3 minutes a day dedicated to listening, identifying as many types of sounds as possible, whether in a noisy place such as a shopping mall, at a quiet retreat, or during your workout will help you improve your listening power.

Listening Skills Self Test

Test your listening skills at Queendom:

http://www.queendom.com/tests/access_page/index.htm?idRegTest=3131

Try the self test, practice listening exercise above 3 minutes a day, retake Queendom test in 2 weeks. If you didn't improve (enough) you may be a candidate for coaching.

Listening Skills: Executive Coaching or Group Training

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