

Using Listening to Cause Greatness by Nancy Dorrier

What is the source of someone else's brilliance? What is the source of great strategy?
What is the source of deep connection?

Listening.

In most spiritual practices, listening, being still, and trusting a higher power is basic to being happy and stress free.

In strategy work, listening is critical to developing creative ideas that correlate to a larger vision.

In relationship primers, listening is critical to building lasting and loving relationships.

In parenting, listening provides important guidance to children.

There is a basic philosophical tenet that says facts and circumstances are separate from our interpretations of the facts. This is basic to legal proceedings where the jury is charged with listening to the witnesses' interpretations and discerning the facts. Like in the old Dragnet series on television: "Just the facts, ma'am."

Normally we have some judgment or opinion before a meeting or conversation begins. It's like an immediate conversation with yourself about how the conversation will go, an immediate almost-always-there-listening for the meeting, a listening for the conversation, and a listening for the other speakers.

We all have this and pretend to ourselves that we don't. We pretend we are good listeners, and even if we acknowledge that we aren't good listeners, we're sure what we have to say is more important than what the other person is saying.

We need to develop practices for being present in a conversation, being a blank slate upon which something can be complete and something new can be created.

Seven Practices for Developing Yourself as a Listener

1. Distinguish your judgments and opinions that for the most part you are blind to, and keep your ---- ask another question that brings out more expression from the person speaking.
2. Meditate and listen to your inner dialogue and let it go.
3. When you are working out or in traffic or in line, practice meditating, listening to your inner dialogue and letting it go.
4. In conversation, ask someone to tell you more, to elaborate.
5. In conversation, ask questions if you don't understand something rather than pretend or think you do.
6. In conversation, do not say any version of "I already know that" or "That reminds me of this time that...."
7. Before moving on to what you might want to say in response, say, "Let me see if I got that" and summarize or reproduce what the other said and wait (they will probably want to say more.)"