

Learn to

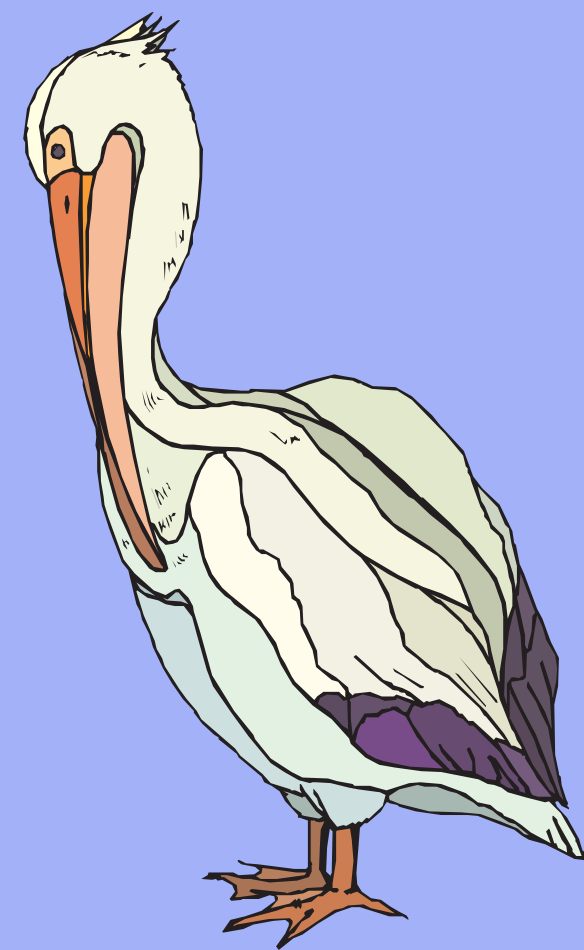
L I S T E N

exercises to
recalibrate your
ability

from THE LOST ART OF LISTENING by Nichols



ASK SOMEONE TO LET YOU PRACTICE YOUR LISTENING SKILLS



**LET THE PERSON
TALK, THEN
SUMMARIZE
WHAT THE
PERSON SAID -
DON'T JUST
REPEAT WHAT
WAS SAID,
ARTICULATE
WHAT YOU THINK
THE PERSON
WAS TRYING TO
EXPRESS.
TAKE NOTES
HERE**

A large, empty rectangular area with a dashed black border, intended for taking notes during a listening practice session.

**IF YOU HAVE
TROUBLE
GRASPING
WHAT THE
OTHER
PERSON
SAID, TRY
TO FIGURE
OUT WHAT IS
GETTING IN
YOUR WAY.**

BORED?

DAYDREAMING?

**THINKING OF
SOMETHING ELSE?
CONCENTRATE ON A
DETAIL?**

**FORMING YOUR OWN
RESPONSE?**

**BEING CRITICAL OF
SOMETHING?**

FOR EACH OF THE FOLLOWING STATEMENTS, CHECK THE RESPONSE YOU ARE LIKELY TO MAKE- NOT WHAT YOU SHOULD SAY, BUT WHAT YOU TYPICALLY WOULD SAY

"I'VE HAD A TERRIBLE HEADACHE ALL AFTERNOON"

"I CAN'T DECIDE WHAT TO WEAR"

1) MAYBE YOU SHOULD TAKE SOME ASPIRIN

2) MAYBE YOU SHOULDN'T DRINK SO MUCH COFFEE

3) GEE, THAT'S A SHAME

4) GEE, THAT'S A SHAME. WHEN DID IT START?

5) I'VE HAD A HEADACHE, TOO. MAYBE IT HAS SOMETHING TO DO WITH A CHANGE IN ATMOSPHERIC PRESSURE

1) WHY DON'T YOU WEAR -

2) NOBODY IS GOING TO CARE WHAT YOU WEAR

3) I KNOW, IT'S TOUGH TO DECIDE.

4) I KNOW THE FEELING. WHAT WERE YOU THINKING?

5) I KNOW WHAT YOU MEAN. I CAN'T DECIDE WHAT TO WEAR SOMETIMES EITHER

"I HARDLY SLEPT AT ALL LAST NIGHT"

- 1) MAYBE YOU NEED TO GET MORE EXERCISE.
- 2) YOU FALL ASLEEP EVERY NIGHT IN FRONT OF THE TV; NO WONDER YOU HAVE TROUBLE SLEEPING.
- 3) THAT'S TOO BAD.
- 4) THAT'S TOO BAD: ANY IDEA WHY?
- 5) I DIDN'T GET MUCH SLEEP MYSELF LAST NIGHT.



"I HATE STAFF MEETINGS"

- 1) DO YOU UST SIT THERE AND GET BORED, OR DO YOU TRY TO PRATICIPATE?
- 2) IT'S A PART OF YOUR JOB, ISN'T IT?
- 3) THAT'S NOT FAIR
- 4) HOW LONG HAS THIS BEEN GOING ON?
- 5) I KNOW WHAT YOU MEAN. I AM ALWAYS THE FIRST PERSON AT WORK AND THE LAST TO LEAVE.



**"I DO TWICE AS MUCH WORK AS EVERYONE ELSE,
BUT I DON'T GET ANY RECOGNITION FOR IT"**



1) **MAYBE YOU SHOULD DO A LITTLE LESS.**

2) **IT'S YOUR OWN FAULT. YOU'RE ALWAYS
DOING THINGS FOR OTHER PEOPLE.**

3) **THAT'S NOT FAIR**

4) **HOW LONG HAS THAT BEEN GOING ON?**

5) **I KNOW WHAT YOU MEAN. I'M ALWAYS THE FIRST
PERSON AT WORK AND THE LAST TO LEAVE.**

**"I HARDLY MADE ANY PROGRESS ON THAT PROJECT
TODAY. EVERY TIME I'D START TO WORK ON IT,
SOMETHING WOULD COME UP AND I'D GET
SIDETRACKED"**

1) **WHY DON'T YOU TRY SHUTTING YOUR OFFICE DOOR AND TURNING OFF YOU PHONE?**

2) **YOU'LL NEVER GET IT DONE IF YOU KEEP LETTING YOURSELF
GET INTERRUPTED**

3) **THAT'S TOO BAD**

4) **YOU KEPT GETTING SIDETRACKED?**

5) **I'M GETTING LIKE THAT MYSELF LATELY. WHENVER I HAVE SOMETHING IMPORTANT TO
DO, I SEEM TO FIND SO MANY OTHER THINGS TO DO**



**IN EACH OF THESE EXAMPLES
CHOICE**

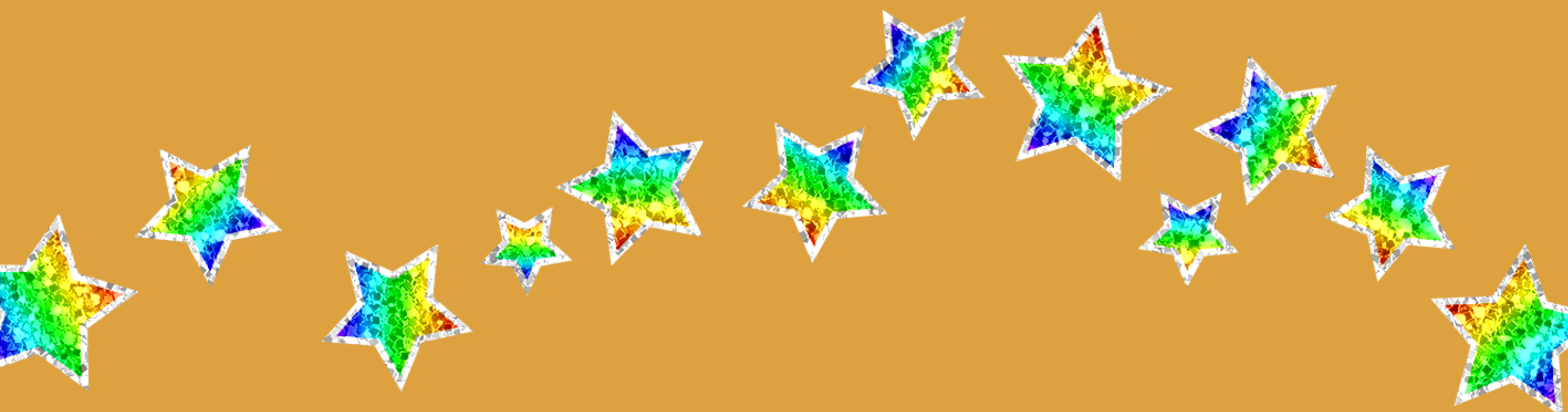
1 IS **ADVICE,**

2 IS **CRITICISM,**

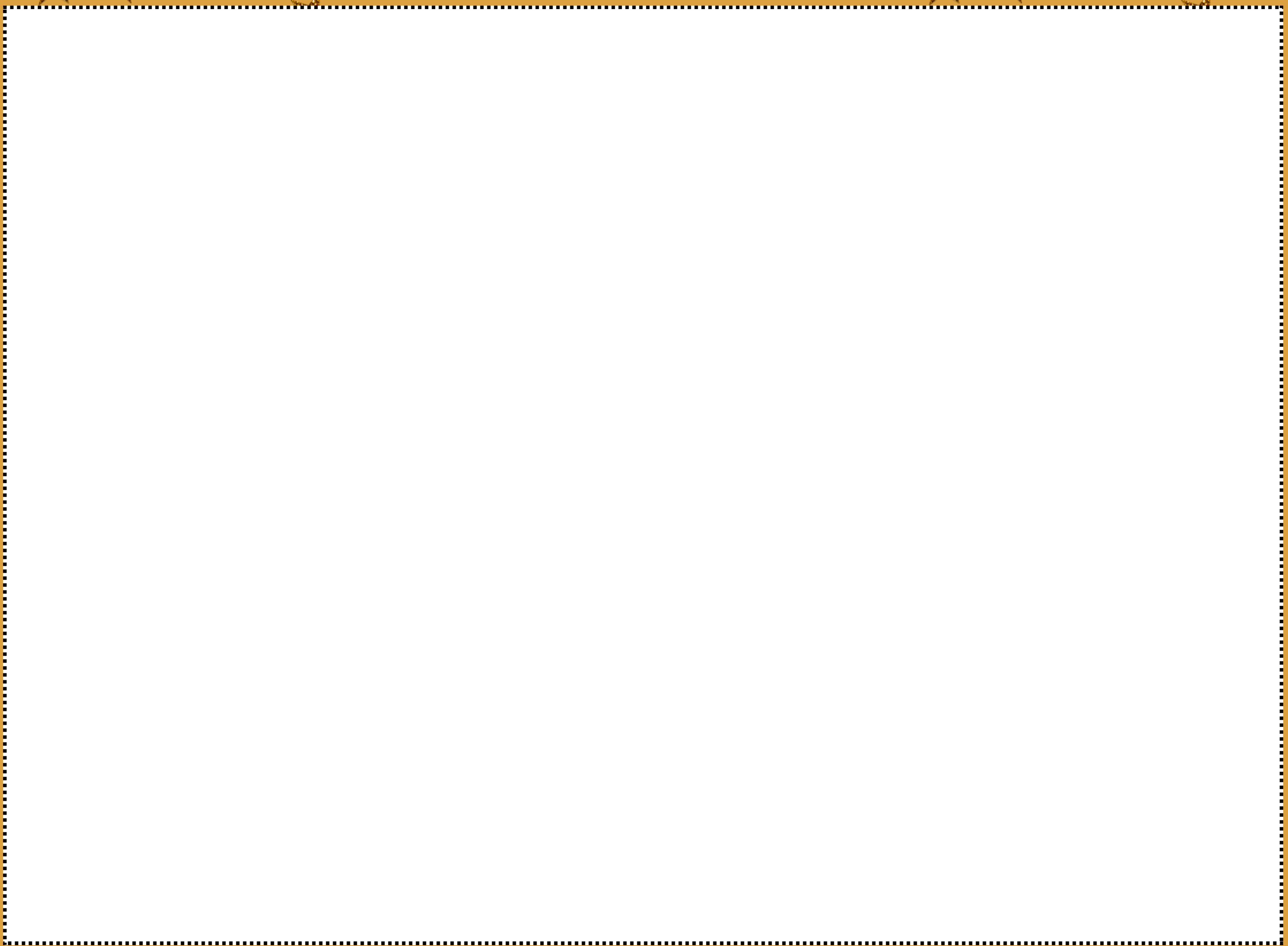
**3 IS AN EMPATHIC COMMENT THAT
CLOSES OFF CONVERSATION,**

**4 IS AN EMPATHIC COMMENT THAT
OPENS UP CONVERSATION, AND**

5 IS TALKING **ABOUT YOURSELF.**



**IS THERE A PATTERN TO THE RESPONSES
YOU TYPICALLY MAKE? WHY?**



**PRACTICE MAKING EMPATHIC COMMENTS
THAT INVITE PEOPLE TO ELABORATE OR GO
DEEPER WITH THAT THEY ARE SAYING**

THE LOST ART OF LISTENING BY NICHOLS

MUSIC: [HTTPS://WWW.CHOSIC.COM/FREE-MUSIC/ALL/](https://www.chosic.com/free-music/all/)