3 LEVELS OF LISTENING EVERY LEADER SHOULD KNOW

Tips from Justin Patton
Executive Leadership Coach
www.justinpatton.com

Your ability to be a great leader will never trump your ability to be a great listener. Effective listening is an art and it takes intentionality. Check out the three levels of listening and what it takes to make your presence count.

**LEVEL 01  Ego Listening**

Focus: Me
Intent: Listen to be right
Actions: thinking about how to respond, thinking how the information applies to you, not fully present, critical of information

**LEVEL 02  Active Listening**

Focus: You
Intent: Listen to understand what's being said
Actions: listen to the words, leaning forward, title/nod head when appropriate, your feet face the individual, paraphrase, ask questions

**LEVEL 03  Intuitive Listening**

Focus: Energy Between Each Other
Intent: Listen to understand what's NOT being said
Actions: identify the emotion underneath one's words, read and adapt to body language, acknowledge and validate one's feelings, trust your intuition and seek clarity on what's not being directly said

JustinPattonInspires
Bodylitics
www.justinpatton.com
justin@justinpatton.com