

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, tilt/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

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f JustinPattonInspires
t Bodylitics

www.justinpatton.com

justin@justinpatton.com