

STEPS TO WHOLE BODY LISTENING

Whole Body Listening is a reliable way to fully connect with and receive communication from another person.

1

PREPARE TO LISTEN

Get willing and available to listen.

Commit to listening.

Then, offer your undivided attention by Presencing:

- Turning fully towards.
- Opening your posture.
- Breathing easily.

2

LISTENING

Place your attention on the ways the speaker is communicating:

- What facial expressions do you notice?
- What tone of voice is coming through?
- What are you hearing in their words?

3

CONFIRM & CLARIFY

Check in to see if you heard accurately by duplicating the message back:

- "I'm hearing that..."
- "It sounds as though..."

From wonder and neutrality, offer your sense of the feelings being expressed:

- "It sounds as though this affected you..."
- "I hear that this touched you."
- "I'm wondering how all that is landing for you."

4

LISTENING FOR POSSIBILITY

Listen for what the speaker really wants and reflect what you hear: "I'm hearing that what you want is..."

Then use Basic Toss questions to create a willingness statement:

- "Tell me more..."
- "And then what happens/happened?"
- "What interests you most about that?"

RECOMMITTING

DISTRACTIONS
DETOUR

LISTENING FILTERS

- Stories we make up.
- Selective Listening.
- "I already know this..."