

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

- Open your willingness to listen.
Commit to listening with curiosity and appreciation.
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 reflecting the message back:
- "I'm hearing that..."
 - "It sounds as though..."
- With appreciation and curiosity 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..."
- 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

- Listening to "win"
- Listening through fear
- Listening to fix