

# LEVELS OF LISTENING

## How Do I Listen?

How  
Do I  
Listen to others?

As if everyone were  
My Beloved  
Speaking to me  
His or Her  
Cherished  
Last  
Words.

~Hafiz

### **FORMING**

#### **Generative Learning**

*Open Will*

Letting go of one's self and sensing the potential of emerging futures, a willingness to change oneself.

"I am connected to something larger than myself."

### **FREEING**

#### **Empathic Listening**

*Open Heart*

Actively empathizing with what is being said to understand and respect the other person.

"Ah yes, I have felt that too.  
My heart goes out to you."

### **FLEXING**

#### **Factual Learning**

*Open Mind*

Disconfirming (new) info and reinterpreting new mental constructs that are unknown to the listener.

"Ooo, look at that."

### **FIXED**

#### **Downloading**

*Open Ears*

Reconfirming old opinions and judgments, based on current perceptions and habits.

"Yeah, I know that already."

Each level of listening is necessary depending on the context and what is being asked of us in that particular context.

And, the more empathically and generatively we can listen, the deeper our level of connection with others and with ourselves will be.

**Instead of listening to reply. Listen to discover.**

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