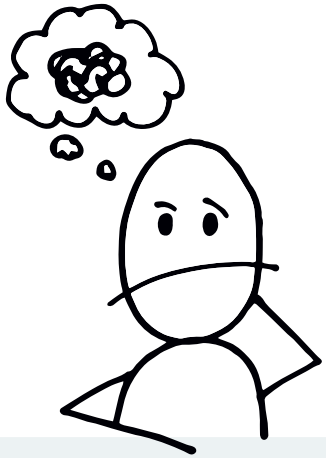
Listening channels.



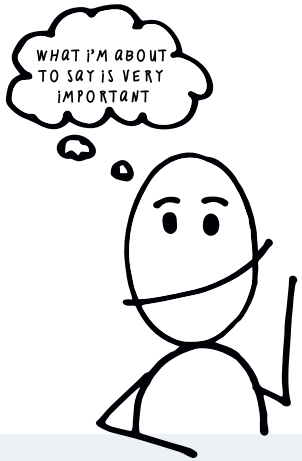
Channel 0

TUNED OUT

Self displacement
not present

Am I actually listening?

Would I be able to answer a question about what's been said if someone asked me this right now?



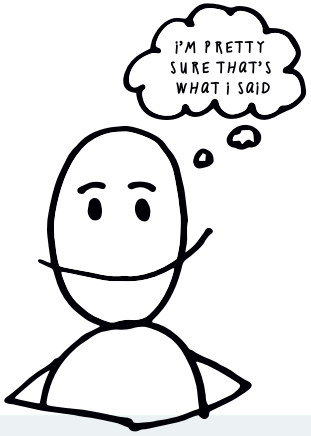
Channel 1

EGO

Judgemental
listening to self

Am I just waiting for them to stop talking so I can say my important bit?

Am I practicing what it is I'm going to say next instead of listening intently to what is being said now?

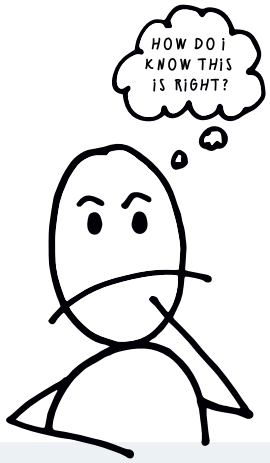


Channel 2

AFFIRMING

Familiar
listening for similarity

Am I listening for what is similar to what I know, or whether they agree with what I've just said?



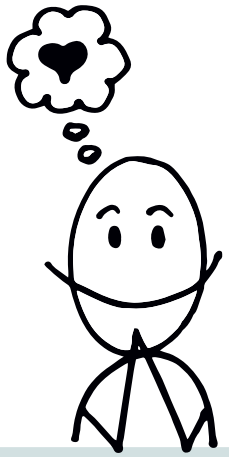
Channel 3

CRITICAL

Factual
listening for evidence

Am I listening for proof that what they are saying is right?

Am I looking for evidence to back up their argument?

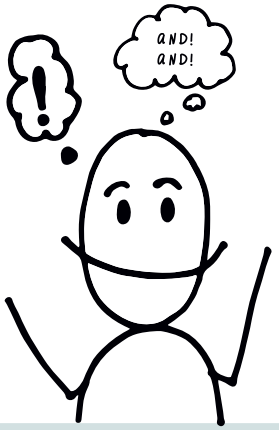


Channel 4

EMPATHIC

Dialogue
with other about other

Am I listening from a place that has no other motive but to connect with their perspective and understand what they are feeling within that perspective?



Channel 5

GENERATIVE

Insight
with self for other

Am I using my empathy and insight into their context and motivation to help achieve the best path to the outcome we seek?

Have I taken a position of possibility, to ensure that together we are able to generate an alternative?