

Communication is more than speaking...listening is more than hearing. People who truly intend to provide benefit to others listen with openness, awareness and with empathy. They tend to ask many questions instead of speaking at great length. The more you can engage people by asking open-ended questions, the better chance of giving them support and/or getting their support. Listening is not the easiest thing to do. Listening is not natural. It is not one of the body's senses. Listening requires a lot of effort on the part of the listener in order for him to understand. In these pages, you will discover different listening styles, why you listen the way you do, how to overcome barriers to listening and how to become an effective listener.

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