

# Week 22 – Good Listener

## Day 1

### Good Listener - Definition

Willingness and ability to make the speaker feel good.

### Good Listener - Quote

“There are two ways of spreading light: to be the candle or the mirror that reflects it.” Edith Wharton

### Demonstration:

For each day of the week, give yourself either “+” if you demonstrate this quality or “-” if you do not.

M\_\_\_\_\_ T\_\_\_\_\_ W\_\_\_\_\_ Th\_\_\_\_\_ F\_\_\_\_\_ Sa\_\_\_\_\_ Su\_\_\_\_\_

### My Goals for the Week:

+	

What causes you to listen?

# Week 22-Good Listener

## Day 2

### Importance of Being a Good Listener

Coaching, teaching, supervising is most often improved by being a good listener. Here are examples in my life:

1. A player who had a history of poor choices was asked what was it that the coach said to him that made him make such a drastic change and begin making good choices. The player thought for a moment and replied, "He never really said anything; he always listened and let me talk."
2. A coach I know who almost idolized the head coach he worked for, was asked what makes the head coach such a good person to work for. His reply, "He always listened. He might not agree but he always listened. He always made me feel as if I was respected."
3. Every year, I had an end of season meeting with each player and one question I always asked was which coach (you could not say me) do you feel comfortable talking with. At the last school where I coached, over 90% of the players said Coach Harjo, even though many had not played under his supervision. The next question was, "Why Coach Harjo?" The overwhelming response was, "He listens."

Becoming a good listener is probably the least taught and the most overlooked quality but obviously one of the most important.

**To be a good listener, one must not talk. Why is this hard for some people?**

**Do you have someone in your life who listens to you? Describe how you feel about this person?**

# **Week 22-Good Listener**

## **Day 3**

### **How To Improve the Speaker**

This week's quality is being a good listener. Translated, this means when someone else is talking, you either cooperate or you compete. Just like in life, you either cooperate or you compete.

To cooperate means when the other person is speaking you:

1. sit up straight or stand without slouching.
2. if sitting, put your feet flat on the floor.
3. nod or positively acknowledge agreement.

It has been proven that you improve the speaker by 50% by cooperating.

Sometimes it may be your inability to listen that makes someone boring.

To compete with the speaker means:

1. having body language that shows you are not interested.
2. looking at your phone or at others.
3. having facial expressions that display no interest in the speaker.

This is definitely a learned quality and must be taught and practiced to develop.

**Some people have a real fear of public speaking. How would a cooperative audience help these people?**

**For these same people who are afraid of public speaking, describe how an audience who is competing would make the fear greater?**

# Week 22-Good Listener

## Day 4

### How To Be a Better Listener

This week's quality is being a good listener.

"The most basic of all human needs is the need to understand and be understood. The best way to understand people is to listen to them." Ralph Nichols

How to develop listening skills:

1. Maintain eye contact. Be present.
2. Remove distractions.
3. Keep an open mind.
4. Do not interrupt.
5. Ask questions only to ensure understanding.

"The most powerful way to connect to another person is to listen. Just listen. Perhaps the most important thing we ever give each other is our attention." Rachel Remen

**Of the 5 suggestions on how to be a better listener, which will be the most difficult for you to develop? Why?**

**Explain what the quote means in your own words. Why is this so powerful?**

# Week 22 – Good Listener

## Day 5

### Evaluate Your Week

We've been focused on "Good Listener" this week, how did you do? For every goal not met, explain what happened and what you can do differently next week to have success.

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If you completed goals, what did you learn?

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Write down in complete sentences, something that you learned about "Good Listener" this week.

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Of the three stories "Importance of being a good listener", "How to improve the speaker", "How to be a better listener", which had the greatest impact on you? Why?

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### Demonstration:

For each day of the week, give yourself either "+" if you demonstrated this quality or "-" if you did not.

M\_\_\_\_\_ T\_\_\_\_\_ W\_\_\_\_\_ Th\_\_\_\_\_ F\_\_\_\_\_ Sa\_\_\_\_\_ Su\_\_\_\_\_