

# Listening Styles

The way you listen to information is often the way you send information as well. If you only send information the way you like to receive it, you may limit communication with those who prefer a different style. No style is better than another.

## Which ONE of the Following Listening Styles is Most Like You?

To find your Listening Style pick one SET of statements under each style that sounds most like you.

### Appreciative Style

- Being entertained while I am listening to someone is very important.
- I like listening to inspirational speeches and speakers.
- I like to listen to people who make me feel good about myself and others.
- I am more concerned about the style and the way information is presented than the information itself.

### Empathic Style

- I am very comfortable listening to people vent and talk about their problems, their emotions and their feelings.
- I don't feel like I have to have a solution when someone shares his or her problems with me. I can just listen to the person.
- I like when people tell their personal stories. It helps me connect with them and that is important to me.

### Comprehensive Style

- I prefer to listen to organized speakers, but I can organize myself without difficulty.
- When people are discussing different points of view, I like to hear about how they developed their position.
- I'm very good at "reading between the lines."
- I'm good at explaining things other people have said...usually to help other people understand the message more clearly.

### Discerning Style

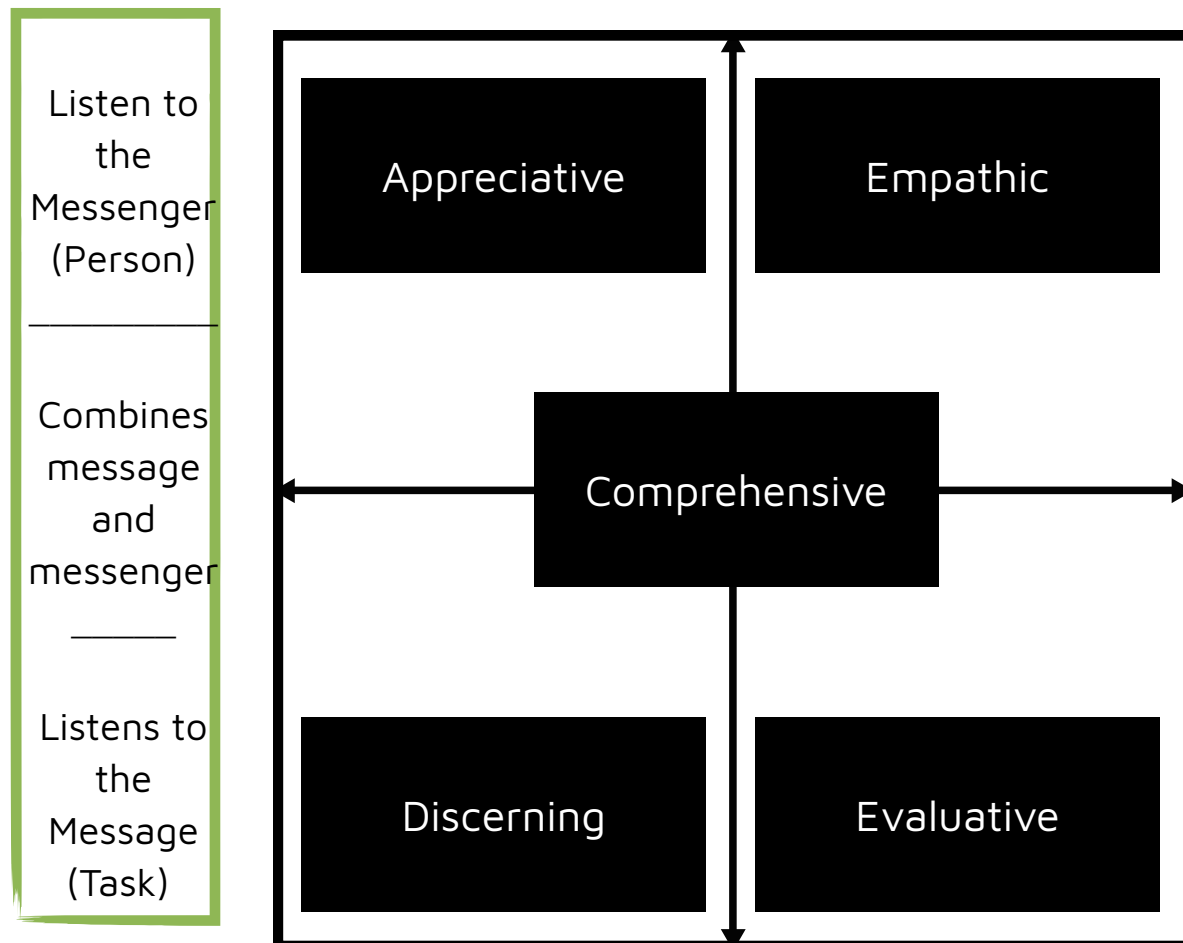
- I am very comfortable listening to lots of details.
- I will frequently take notes on what is being said, it helps me remember.
- I remember and notice lots of details about the speaker's appearance.
- I find it hard to concentrate and listen well with distractions.
- I tend to ask lots of clarifying questions to make sure I understand the speaker.

### Evaluative Style

- I am most focused on getting the bottom line information. "Just the facts."
- I may quit listening if I don't like what the speaker is saying.
- I get impatient when people talk about emotions, vent, or talk about personal problems.
- I find myself wondering, "Would they just get to the point."

One of the prominent contributors to this framework is Mary Ellen Guffey. Another notable author is Diane Lewis

# 5 Listening Styles



1. **Appreciative Style** - Likes to be entertained, inspired, or motivated.
2. **Empathic Listener** - Allows people to “vent” and doesn’t mind emotions as part of the story
3. **Comprehensive Listener** - Likes organized information. Has a file folder (paper, digital or mental) files folder in their lives to organize. IF something is disorganized, they can make sense of it and put in order for others.
4. **Discerning Listener** - Needs all the details. They may ask a lot of questions to understand all the information. They can be most annoyed by distractions
5. **Evaluative Listener** - Listens for “just the facts”. They can be turned off by emotions and most likely to judge the messenger if they don’t like the message.

## Listening Styles

- Which listening style do you relate to most?
- Which style is hardest for you to listen to?
- Which people in your network speak to your favorite style and which people speak in your least favorite style?

Type/write Your Answer Here

## Story: Influential communication

I have an Appreciative Listening style. I like inspirational and fun ideas. My boss had an Evaluative Listening Style. She knew how to enroll me in projects by changing her language to meet my listening style. For one particular project she wanted to me to work on, she started the conversation with, “I have a fun project and you can be creative with it. I want to find a local movie theater, rent it and show a recent movie to executive leaders and discuss leadership lessons after the movie”...and I was hooked. Instead of giving me a checklist or bullet points she spoke about a creative idea that I could develop. This was a “hit” for my Appreciative Style.

Your paragraph text



If you want to learn about other leadership models go to: [www.ampersandbox.net](http://www.ampersandbox.net)