

WHAT THE EXPERTS SAY

Video: The Active Listening Scavenger Hunt Part 1

The Importance of Being a Good Listener

“A good listener tries to understand what the other person is saying. In the end he may disagree sharply, but because he disagrees, he wants to know exactly what it is he is disagreeing with.”

—Kenneth A. Wells

“To listen well, is as powerful a means of influence as to talk well, and is as essential to all true conversations.”

—Chinese Proverb

The Art of Being a Good Listener

“Listening” means paying attention to what we are physically hearing and making sense of the messages that we receive. Usually, we grasp only 50 percent of what we hear and after 24 hours we grasp or understand only 10 percent of the original message.

Most people can talk at a rate of 120 to 150 words per minute. Our brains can process 400 to 800 words per minute. This gap can cause our minds to wander and not pay attention to what we are hearing.”

It is very important to focus on the person speaking and actively work to pay attention. This will help you become a much better listener and communicator.

References:

Lucas, S. (2009). *The art of public speaking*. McGraw-Hill Companies, Inc. New York, NY.