

Listening is More than Not Talking

There is an old saying that God gave us two ears and one mouth because we're supposed to listen twice as much as we speak. Usually we focus on what we have to say and the best way to say it. Most often we do not afford the same attention to listening...and we should.

There are two components to constructive communication and investing ourselves in what others are saying is as important, or more so, than careful consideration of our own words. Listening allows us to gain perspective, understanding and insight. It gives us the opportunity to demonstrate concern, interest and respect.

Sometimes we think we are listening just because we've stopped talking and are allowing the other party to speak. Listening is hearing the other person with intent to understand.

Good listening is essential to good business. It influences relationships with partners, employees, clients, suppliers and everyone else connected directly and indirectly with the success of your enterprise.

So listen up and things will look up.