

How Better Listening Can Improve Your Conversations and Your Leadership

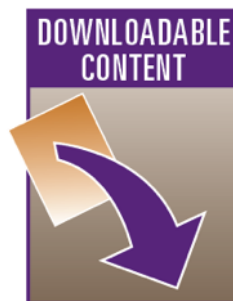
For a leader, listening is perhaps the most important skill of all. As a leader, we must learn to listen while navigating along with the person speaking toward a common destination – **mutual understanding**.

Whether your talents are in sales, systems engineering, administration, technical support, or leadership, **listening to connect with others** – requires a new and powerful form of deep listening.

When having a conversation you can improve your precision listening skills by asking questions that will help you gain more insight from the speaker. By **intentionally navigating through a conversation**, we can move from making assumptions to gaining clarification of meaning and intent – and it happens by asking the right questions.

Judith Glaser, CEO of the Benchmarking Institution and Chair of the Creating WE Institute, has developed examples of these **navigational-listening questions** that will guide your next important conversation.

You can download these questions along with other practical helps for your next conversation [here](#).



A recent release of our SUMS free book summaries also spoke directly to this topic.

[Conversational Intelligence](#), also by Judith Glaser, advances the theory that the key to success in life and business is to become a master at “**Conversational Intelligence**.” It’s not about how smart you are, but how open you are to learn new and effective powerful conversational rituals that prime the brain for trust, partnership, and mutual success.

Download a copy of this free summary [here](#).

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