

Leadership and the Power of Listening

Great leaders are great listeners, and therefore my message today is a simple one – **talk less and listen more**. The best leaders are proactive, strategic, and intuitive listeners. They recognize knowledge and wisdom are not gained by talking, but by listening.

Take a moment and reflect back on any great leader who comes to mind...you'll find they are very adept at reading between the lines. They have the uncanny ability to understand what is not said, witnessed, or heard. In today's post I'll quickly examine the merits of developing your listening skills. Warning: this post isn't going to coddle you and leave you feeling warm and fuzzy – it is rather blunt and to the point.

Want to become a better leader? Stop talking and start listening. **Being a leader should not be viewed as a license to increase the volume of rhetoric**. Rather astute leaders know there is far more to be gained by surrendering the floor than by dominating it. In this age of instant communication everyone seems to be in such a rush to communicate what's on their mind, they fail to realize the value of everything that can be gleaned from the minds of others. Show me a leader who doesn't recognize the value of listening to others and I'll show you a train-wreck in the making.

Read 6 Principles on the power of listening [here](#).

Read more by Mike [here](#).