## Levels of listening

Listening Level 1 Listening to confirm what I already know

Habitual Reflecting the past rather than the present moment

Listening Level 2 OPEN Accepting differences from what I already know

Factual MIND Attentive to new ideas and data

**Listening Level 3** OPEN Seeing through other person's eyes

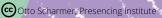
**Empathic HEART** Sensing what is unspoken, beyond words and facts

Listening Level 4 OPEN Paying attention to the potential arising in us

Generative WILL Sensing the future wanting to emerge

## **Reflection Exercise**

In which level of listening do I spend most of my time? Which level of listening do I need to operate from, given my current opportunities and challenges?





## Fields of Conversation

**Downloading** Speaking from what others want to hear

Talking nice Polite routines, only hearing that which confirms our own story

Debate Speaking from what I think

Talking tough Debate, emphasis on divergence of views, "I am my point of view'

Dialogue Speaking from seeing myself as part of the whole

Reflective inquiry Emphatic connection to speaker, "I have a point of view"

Collective Creativity Speaking from what is moving through us

Generative flow Co-sensing what is new and emerging, co-creating future

## Reflection Exercise

In which field of conversation does Which field of conversation does my



