

- Personal Style:
 - Written – like to see it written
 - Verbal – want to hear it
 - Kinesthetic – want to experience it
- Personal Experience:
 - With topic
 - With words selected
 - With actions
- Personal Mood:
 - Preoccupied
 - Sad
 - Very happy
 - Stressed
- Personal Expectations:
 - Based on previous similar interactions
 - Thinking you know what they are going to say
- Personal Focus:
 - Personal Crisis
 - Work-related Crisis

EXTERNAL BARRIERS:

- Words/Jargon:
 - Use of words unfamiliar to the receiver
- Noise:
 - In the environment that is distracting
- Sound Level:
 - Speaking too softly or too loudly
- Focus of Listener:
 - Not on the Sender
- Expectations of Listener:
 - Thinking they know what is going to be said
 - Self-esteem issues

The Importance of Listening: (If time permits)

Transition into the importance of Listening in the Communication Process.

Session Activity: The Listening Test (don't tell them the name until the test is completed)

Have everyone get a piece of paper and read the following directions:

“Communication requires great listening skills. Listen to the following questions and test your ability to really hear what is being communicated.”

Read the questions and review them afterwards:

1. What do you put in a toaster?
2. Say “silk” 5 times. Now spell “silk”. What do cows drink?
3. If a red house is made from red bricks, and a blue house is made from blue bricks, and a pink house is made from pink bricks and a black house is made from black bricks, what is a green house made from?
4. Twenty years ago, a plane was flying at 20,000 feet over Germany. If you recall,

<p>Germany at the time was politically divided into West Germany and East Germany. Anyway, during the flight, TWO of the engines failed. The pilot, realizing that the last remaining engine is also failing, decides on a crash landing. Unfortunately, the 3rd engine fails before he has time to attempt an emergency landing, and the plane crashes smack in the middle of “no man’s land’ between East Germany and West Germany. Where would you bury the survivors? In East Germany or West Germany or in “no man’s land?”</p> <ol style="list-style-type: none"> 5. If the hour hand on a clock moves 1/60 of a degree every minute, how many degrees will the hour hand move in one hour? 6. Without using a calculator – you are driving a bus from London to Milton Haven in Wales. In London, 17 people get on the bus. In Reading, 6 people get off of the bus and 9 people get on. In Swindon, 3 get off and 4 get on. In Cardruff, 11 people get off and 16 people get on. In Swansea, 3 people get off and 5 people get on. In Carmarthen, 6 people get off and 3 get on. You then arrive at Milton Haven. What was the name of the bus driver? 7. Hold your right hand in the air. With your index finger and thumb, make a circle and place it on your chin (but move your hand to your cheek) and watch how many people do what you did and not what you said. <p>Review the answers:</p> <ol style="list-style-type: none"> 1. Bread, if you said toast, you are anticipating what comes out of the toaster, not what goes in! 2. Cows drink water. If you said milk, you were responding to the sound of a word 3. Green houses are made of glass. 4. You don’t bury survivors. If you said anything else, you were responding to the story and not the outcome of the story 5. One degree. If you said 360 degrees, you weren’t thinking when the word “hour” was stated. 6. It was you. If you answered anything else, you were responding to all of the facts. 7. If you put your hand to your cheek, you were paying attention visually, not verbally. <p><i>To close this out, ask the question: “How important is listening in the Communication Process?”</i></p> <p>Review the PowerPoint Slide “Listening for Understanding” to recap this section.</p>	<p>PowerPoint Slide #7</p>
<p><u>The Communication Wheel:</u></p> <p>Segue into this section by offering an option for providing positive feedback when communicating a message. Inform the participants that this is a tool that the LMP uses frequently when providing and coaching other in giving feedback. Stress how they can use this tool in their next interaction and how it can add value when communicating in your work teams.</p> <p>Show the PowerPoint Slide “Improving Your Style” and distribute the Complete Communication Handout. Explain the 5 quadrants of the Feedback Process:</p> <ul style="list-style-type: none"> • Data: explain that good feedback starts with data that the receiver can identify with. It must be specific. • Feelings: share how the issue or situation makes you feel. Take ownership for your feelings • Judgments: share what impact the situation is having on you, the relationship 	<p>PowerPoint Slide #8</p> <p>Handout: Communication Wheel</p>

