

# CONSCIOUS LISTENING

Listening above the line happens when the listener is aware of what's occurring in the moment for themselves and with the person they're listening to, without any alternate motives. This kind of listening supports genuine transformation and honors the intelligence of head, heart and gut.

## HEAD

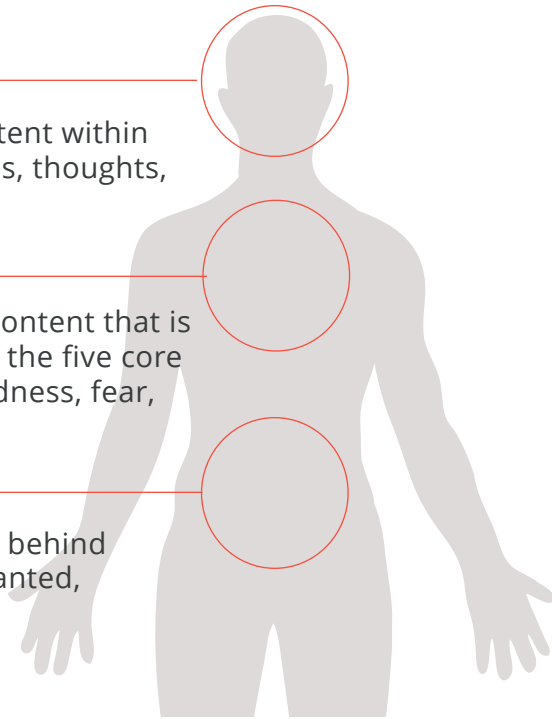
What is the mental content within the message - the words, thoughts, ideas, and beliefs?

## HEART

What is the emotional content that is fueling the expression - the five core emotions are anger, sadness, fear, joy and sexual feelings?

## GUT

What is the base desire behind the content - what is wanted, longed for, or needed?



## Signs that someone is being consciously listened to:

- More color in the face
- More flow of feeling and/or a burst of energy
- An exhale or relaxation of breath
- A more natural or relaxed pace in the conversation

## Listening from below the line...

Unconscious listening has a motive - a way to keep you from really listening

### Fixing

Listen while attempting to fix their problem for them, responding only with solutions.

### Diagnosing

Analyze the circumstances, offer hypothesis and ask questions to clarify your theories

### Defending

Listen for how the person has misperceived the situation and respond with reframing.

### Calming

Listen for how the person needs to feel relaxed and try to console them.

### Debating

Listen with skepticism and respond with devil's advocacy.

### Correcting

Listen for where the person is incorrect, and respond with corrections, improvements and/or criticism.