



Levels of Listening

Set intention on which one you will use

Level 1 About You

It's all about me!
Relating to my experiences | needs | wants
Internal Dialogue
Saboteur Thoughts
Partially Present

Level 2 About the Other

Focus is on the other person
Notice Non-Verbal Communication
You're with them
Curiosity & Resonance
Connected to them

Level 3 About the Whole

Overall Energy & Mood
Notice & name needs, values, saboteurs
Defining what isn't being said
Calling out intuitive hits

Source: The Coaches Training Institute

