

Cultivate Effective Listening As A Leader

3 TIPS

Why You Should Care About Listening Skills

Your team members will feel sincerely heard (and if they feel heard, they'll be more invested in the direction you want to take them).

When you take the time to fully understand a situation, you'll make better business decisions. Guaranteed.

What It Means To Feel Heard By Your Boss

When team members ask to be heard, what they're really asking for is more attention, feedback and support from you. They want their boss to consider their individual needs, to have their best interests at heart.

As a leader, the responsibility is on you to hear what your team members are telling you (either verbally or non-verbally). Do that, and you'll find you'll be in a much better position to inspire professional development, improve overall performance and create trustworthy relationships.

1

Pay Attention

- Avoid interrupting
- Refrain from looking at your watch
- Resist the urge to answer your phone

2

Practice Patience

- Discernment is a critical skill for leaders. Slow down and assess the situation
- Suspend initial urge to evaluate someone's comments
- Be open-minded, dig deeper and ask questions

3

Show Perseverance

- Effective listening takes commitment, focus and action
- Listening to team members will get the result you want
- Invest in a development course ([Leader Workout Group](#))
- Seek feedback from those your colleagues

How You Can Cultivate Effective Listening in Yourself and Others

Effective listening is not as easy as sitting back and hearing what the other person is saying. If you put in the effort and try these tips, you can achieve great results.