

BARRIERS TO LISTENING

Handout

1. **Comparing:** trying to assess which of us is smarter or more competent
2. **Mind reading:** second-guessing what the other person really means, not what they are saying
3. **Rehearsing:** you don't have time to listen- you are too busy preparing your response
4. **Filtering:** you are listening for something, maybe an anticipated response, or deleting what you don't want to hear
5. **Judging:** your biases lead you to pre-judge whether or not the other person is worth listening to
6. **Dreaming:** you're half-listening and something someone says triggers private associations and you're gone
7. **Identifying:** you are concentrating on relating what you hear to your own experiences and feelings
8. **Advising:** you like to help and solve problems- so you stop listening and concentrate on searching for the right advice
9. **Sparring:** you are so quick to argue, debate or put-down that others never feel heard
10. **Being right:** going to any lengths to avoid being wrong, and refusing to listen to criticism or suggestions
11. **Derailing:** changing the subject before the other person has finished
12. **Placating:** you agree with everything- but you only half-listen: you get the drift but are not involved

