



Listening

Obviously, communication since the dawn of mankind has kept the tribe out from danger. The same applies in today's businesses. Communication serves to keep virtually every aspect of the business informed, and hopefully profitable. Within the communication process, it is known that successful executives listen more as compared to speaking. Fact: leaders listen about seventy-six percent of the time.

Did you ever meet someone who continually speak, whether or not anyone is seriously listening? That's no-where communications and is quite ineffective. No matter how much we know and want to contribute, listening to what is being said is more advantageous. Lots of times, people speak loudly and abrasively to capture the conversation, claiming confidence and control. Needless to say, that is ineffective and easily alienates the other party.

Whenever a dialogue or conversation begins, it is critically important to properly understand the intent or purpose of that communicate. Until that is clearly understood and acknowledged, there's a good chance that a mis-understanding will occur, in turn, voiding what was content of what was to be communicated.

Good management skills should advocate the practice of listening. Staff and employees would be better served if they understood the applied laws of accurate communications. The results are manifold: better understanding, increased respect, better assignments and performance, and reaching workable conclusions.

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