

# THE LISTENING ADVANTAGE FOR LEADERS AND TEAMS



## THE PROGRAM

The Listening Advantage was developed to help leaders and high potentials improve their influence and impact through skillful communication. This three-part series is designed to build self-awareness, identify the conversational needs of others, and provide the tools to adjust how to deliver a message to meet the needs of the audience.

Participants will learn to leverage the essential tools of Listening Intelligence to improve their own performance as well as develop others.

### Part 1 – *Understanding Ourselves*

Developing Listening Intelligence begins by understanding ourselves and the listening habits we've come to rely on over time. Once we develop this awareness, we then gain the capacity to recognize others and adapt, creating more valuable interactions and outcomes. This session uses the ECHO Listening Profile to build a foundational awareness of our own unique listening preferences and how that impacts what we tend to listen for speak about.

### Part 2 – *Recognizing and Adapting to Others*

Understanding what is important to our listener can give us valuable insight into their motivations, conversational needs, and their decision-making criteria. Recognizing their physical and verbal cues helps us adjust how we deliver our message to improve mutual understanding and conversational outcomes. In this session, participants will learn to recognize and identify the listening habits of others by observing their body language, statements made, and questions asked in order to enhance their own leadership communication capabilities.

Includes 1 one-hour individual coaching session

\*For more information and pricing please contact [Allison@peakimpactconsultingservices.com](mailto:Allison@peakimpactconsultingservices.com)

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