

# 2 Secret Listening Solutions to Enhance Coaches' Active Listening

60 Minute Session

Approved for International Coaching Federation (ICF)  
Continuing Education Credits (when submitted by the Chapter)

## PRESENTED BY

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## WEBSITE

[ListeningtoChange.com](http://ListeningtoChange.com)

- CCE Continuing Coach Education Class: *Listening in Coaching: The Beginner's Series*
- *Sign up for 3 Power Listening Strategies for Coaches*

## LINKEDIN

- Free Video Listening Tips of the Day!

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### Today's Objectives:

- You will understand that listening is a habit over which you have control
  - You will identify your own dominant listening habits and listening blind spots
  - You will practice identifying coachee's listening dominances
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1. How does the goal of Communication differ from the goal of listening?
  
  
  
  
  
  
  
  
  
  
2. Jot down what each of these habits listen To and For. Make sure to identify which is your dominant habit and which is your blind spot!

Connective -

Reflective -

Analytical -

Conceptual -

3. Example Questions for Different Dominances:
  - "How have you sabotaged yourself in the past?" (Reflective)
  - "If you were going to sabotage yourself, how would you do it?" (Conceptual)
  - "What two methods do you use most to self-sabotage?" (Analytical)
  - "How does it feel when you sabotage yourself?" (Connective)

4. Match the statement/question to the dominance. Then place into the chat the order of your dominance responses.

Statement/Question	Dominance
1. "I need to understand how this solves my problem."	A. Connective
2. "Is there a case study or other proven report that shows, in black and white, the cost benefits that this will enhance?"	B. Reflective
3. "This solution needs to be easy for the team to implement. Let us see what they think."	C. Analytical
4. "Just show me all the potential opportunities this could open up in the future."	D. Conceptual

### Breakout Room Instructions:

- Individual Challenge: Consider your A'Ha! For the day.
  - Group Challenge: Complete WB # 6 and 7 to identify and revise questions for different dominances.
5. Here are two common coaching questions you might ask. **As a group, select one** and identify which type of listener would be most receptive to it and then revise for the other 3 listening dominances.

"What mistakes have you made today?"

OR

"What do you not want me to ask you?"

Connective -

Analytical -

Reflective -

Conceptual -

6. What's your personal A'ha for today?
7. Download [3 Power Listening Strategies](#) for Coaches today! (Found at bottom of page by "Not Ready for the Course Quite Yet?")
8. Want further information? [Email](#) Laura, connect with her on [LinkedIn](#), or start her [Listening for Coaches](#) course today!