

To Build Relationships With Others

- Listen more and talk less
- Talk with people rather than at them
- Notice and acknowledge others' feelings
- Acknowledge many aspects of people's lives
- Attend to the little things as well as the big ones
- Give congruent messages
- Understand the power of non-verbal messages
- Share something of yourself with others
- Invite others' ideas and act on them
- Demonstrate trust
- Understand people's basic needs
- Promote empathy for others' viewpoints
- Explicitly develop social skills
- Demonstrate patience
- Care enough to confront constructively
- Be consistent in the way you treat people

LOOK FOR LISTEN FOR

AUTOMATIC LISTENING FOR

People often think of themselves as open to hear what others have to say, discover who they are and what they have to offer. When examined, there is hardly any situation that is not approached with an '*automatic listening for*' - a set of unexamined assumptions that serve as a filter for every experience. Automatic listenings limit our experience, narrow our perspective and prevent us from seeing anything which doesn't fit with the point of view we already possess. By being responsible for one's automatic listening for, unforeseen possibilities occur in relationships and situations.

LISTENING FOR

Our listening is like a register for reality that exists in the form of questions constantly being asked and answered. For example, a common listening is "do they like me?" or "do they think I am smart?". Everything that happens is interpreted in relation to the listening or question one has. After one recognizes one's already always listening it is possible to consciously design what one is '*listening for*'. You will always get what you are listening for.