



DAY.10

The art of listening is one main aspect of great leaders.

Listening is truly an art. Usually, we don't listen to each other, most of the time we don't know how.

We say we want to understand, but we don't listen. We project our own fears, assumptions, interpretations and desires to others' words. **Every word we hear is a trigger** to our ears. Positive or negative.

We hear based on our belief system, and we respond accordingly. The art of listening is the art of silence the mind and be present.

*James Cash Penney**

By staying present and silence the inner critic who judge us and others, we can reply not only to words, but also to feelings and expectations. We can have a conversation from heart to heart.

'The art of effective listening is essential to clear communication, and great communication is essential to management success.' *

By letting space to others to be fully heard we create the fundamental soil for great relationships, trust and honest feedback.

DAY.10

Phrase of the day: 'Today I listen actively'.

Please also write this phrase in your journal.

PRACTICE 1: . 'Today we invite you to bring your attention slightly outside of you.

1. We invite you to listen to everyone and what he has to say **as if you had to repeat with details to someone else, the tone of the voice, the feeling, and the words.** Make notes if necessary.

You can also ask your interlocutor to repeat what he said to test if you understand correctly. He will feel important and heard.

An easy and useful way is to ask ' if I understood correctly you are saying' and ask him to repeat something, if you didn't understand.

Breathe, keep an eye contact, and breath before you reply. Observe your mind. Is it wondering when someone is talking to you?

What do you feel in your body when you are listening to someone's issues?

2. Today we invite you also to call or meet someone that usually triggers you into conflict.

Try to practice the above. **Pause, listen actively, observe** your body and sensations. Write in your journal any insight from this exercise.

PRACTICE 2: Listen to the meditation anytime you have 10' minutes of uninterrupted time, and keep notes!

Good luck!