



Learning is about **Creating *Shared* Meaning: Strategies to Elevate *REAL* Listening and Learning**

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Problem

What We Help them Learn May Not Be
What We Want Them To Learn

Solution

Enhance Your Curriculum by
Incorporating Listening Habits & Ways
to Create Shared Meaning

Today's Roadmap

Challenges of Creating Shared
Meaning and Developing
Personal Meaning



Understanding Listening Habits



Strategies to Implement for
Listening Habits & Shared
Meaning

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COMMUNICATION

Speaking
50%

Listening
50%

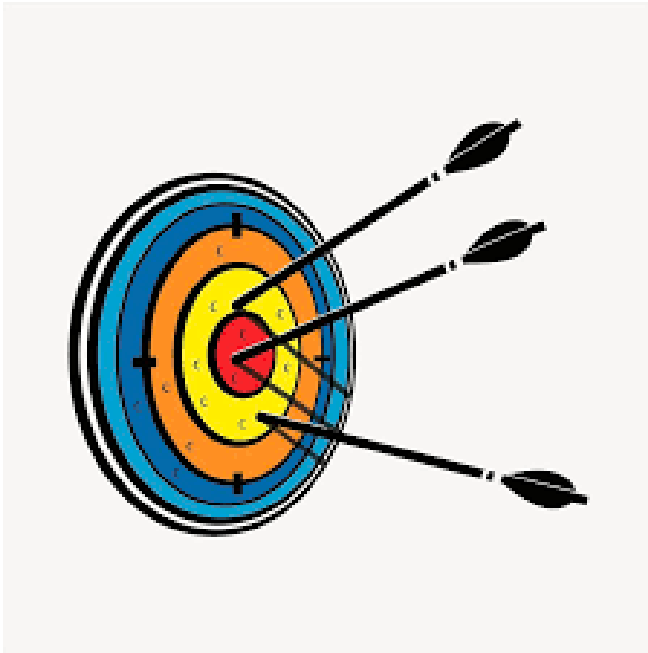
Goal:
Create
Shared
Meaning



Goal:
Create
Personal
Meaning

Odds of Creating Shared Meaning

- Asynchronous



- Synchronous



Exercise!



Listen to a Short Passage



Jot Down – your takeaway

If Listening were easy,
wouldn't everyone write
the same thing?!

Examples of Takeaways

- Professor sold the invention without the knowledge of the student who had created it and without sharing the benefit with the university where he worked.
- Young scientist gets his reward for his invention to help cure dry eyes.
- Individuals can triumph against large establishments.
- With perseverance and court case work Cholkar(?) got some deserved credits and decent reward \$1.4m for his research and outcome.
- An act of injustice finally had justice served.



Today's Roadmap



Challenges of Creating Shared Meaning and Developing Personal Meaning

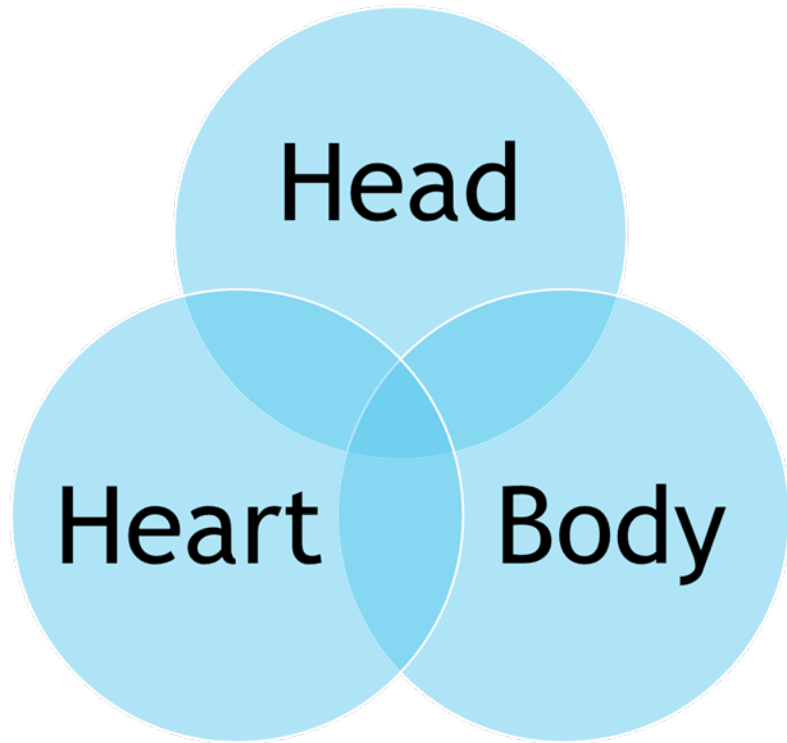


Understanding Listening Habits



Strategies to Implement for Listening Habits & Shared Meaning

What is Listening?



Communication

Coaching

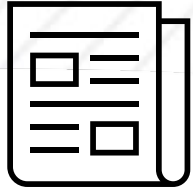
Neurology

Spirituality

Psychology



Medical
Sciences



THE POWER OF HABIT

**Listening, a brain-based function,
is a measureable HABIT.**



hab.it /'habət/

(noun)

A habit is a routine or behavior that is repeated regularly and tends to occur subconsciously.

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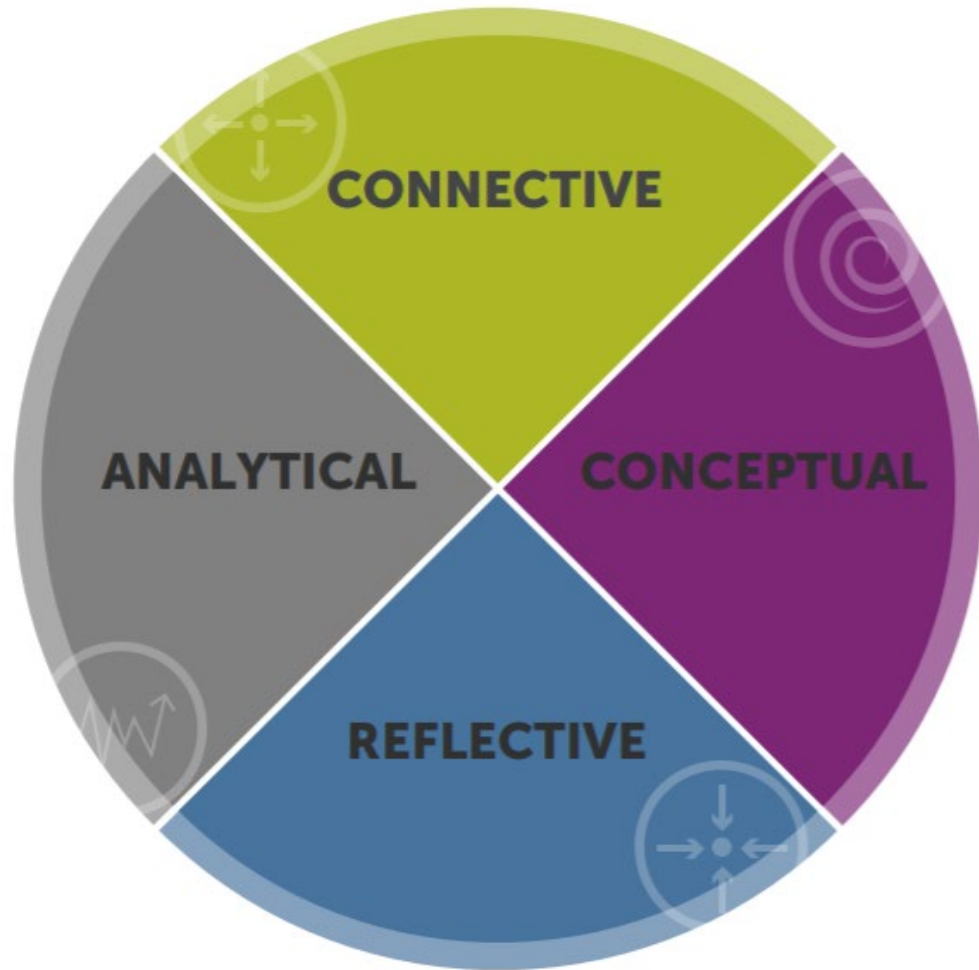
What we Listen *TO* What we Listen *FOR*

Listening Filters / Strainers /
Dominances (aka Listening Habits)



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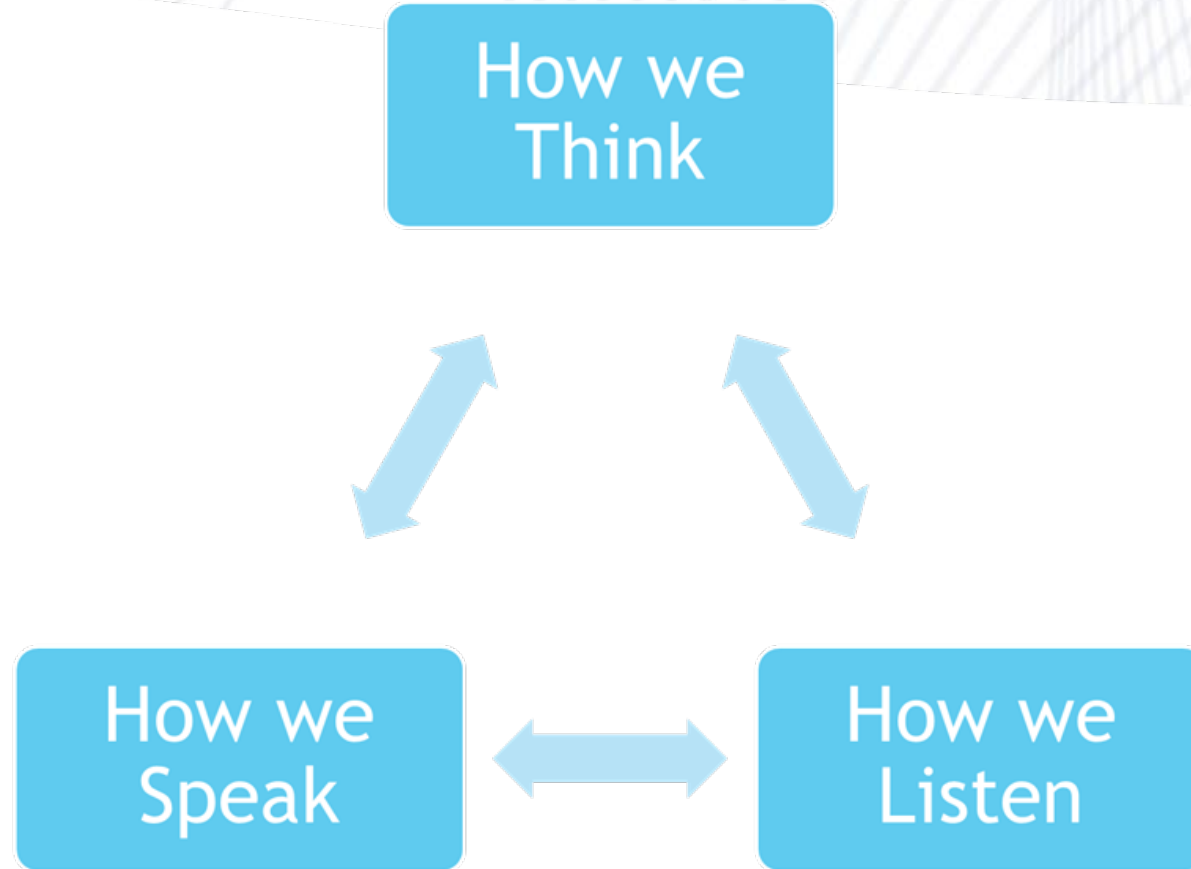
THE FOUR LISTENING HABITS



Consider what
you **Listen TO**
and **FOR**



Why Are Listening Habits Important For Coach Educators?



How does This Affect You? Think of How you Construct Questions

- “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)

THE FOUR LISTENING HABITS



**How Might your
Listening Dominance
and Blind Spots affect
your Coach Education?**

Today's Roadmap



Challenges of Creating Shared Meaning and Developing Personal Meaning



Understanding Listening Habits

Strategies to Implement for Listening Habits & Shared Meaning

Pick Two!

Shared Meaning & Listening Habit Strategies - Synchronous

- Learn to identify student's Listening Dominances by how they speak
- Ask questions in ways that preference the Listening Dominances in the Class
 - And then redirect for different perspectives;
 - “How would you ask that question if you wanted them to use their past experience?” (To speak into Reflective Habit)
 - “Might you reword it for someone who likes facts and figures? (To Speak into Analytical Habit)

Shared Meaning & Listening Habit Strategies - Synchronous

- Leave Time for a 1-Minute Paper at the end of a Session
 - “What’s the most important thing you learned during this class?”
 - “What important question has been left unanswered?”
- Consider a Muddiest Point at any time
 - “What’s the muddiest point of this concept/lecture/idea?”

Shared Meaning & Listening Habit Strategies – Exam Possibilities

- Use wording that targets where you'd like them to pay attention.
 - “If you were going to explain this concept to a highly educated engineer who’s been in the field for 20 years, what would you say?”
 - “How about to a career transition coach?”

Today's Roadmap



Challenges of Creating Shared Meaning and Developing Personal Meaning



Understanding Listening Habits



Strategies to Implement for Listening Habits & Shared Meaning

Connect on LinkedIn

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- Website: ListeningtoChange.com
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