



Deep Listening - Exercise

Deep listening, in this example, is used as a means of allowing the individual to 'see what it is they're not seeing' right now and to listen to what their own wisdom and creative thinking tells them about the situation.

The aim is not for the individual to hear what the listener thinks will help, but to find their own solutions.

When we come up with our own insights on our dilemmas, we are more likely to trust the wisdom and intent of this than someone else's opinion.

The point is to show – in action – how we truly know what it is we need. By initiating the process of beginning to believe in our own solutions, we are more likely to trust our selves and our own abilities in the future, when we don't have someone readily available to ask.

Often, when we look on others with truly good intent (with love?), we see the potential, talents and skills they have. So often the individuals themselves don't see themselves. We can tell people over and over the good things we see in them, but if they are not open to this, the words fall on deaf ears.

Often years later, we may have a realisation and see for ourselves what others have been seeing all along, but only when we see it for ourselves do we really feel the true impact in our lives.

The path to recovery is encouraged by personal insight into the type of life we want to lead. So often we believe we can't have what others have or what we really dream of because of our own (and others...) limiting beliefs. When we see through these beliefs that limit us for ourselves, we begin to gain the kind of freedom we'd hoped for.

This approach can be used when someone is struggling to find an answer to something themselves, finding it hard to agree which decision is best or are 'beating themselves up' about something.

The applications are wide and it is a safe approach to use. The worse thing that could happen is that the person could remain in the same position they were in the first place.

Remember, the point is to wait for the moment the person figures it out for themselves – listening for their learning.

Be mindful of the principle that the answer to the question or the cause of the problem is already in that person, in between the both of you, that you just need to listen for it. It's not what you're putting in, but what you are stripping off.

Be aware that you don't want to access old thinking as an answer, but fresh thinking and new insight. In order to facilitate this, we need to take a stance of 'I know nothing about this situation', 'I only know what comes up in the moment' between you.

Empathising with the person, for this exercise is a barrier as you get into imagining how it is from the person's perspective. They are already there. You cannot see what they're not seeing if you're seeing what they are seeing!

In this exercise, you want the person to come up with their own new thinking, to explore for themselves the possibilities around and within them.

As the listener, at some point you will naturally want to ask questions to deepen the understanding around the matter.

There are two general types of questions; 'vertical questions' and 'horizontal questions'.

Vertical questions take us deeper into our understanding and expose core thoughts that are creating the reality we are currently seeing. When these are exposed we can see them for what they are. It helps people come up with their own answers.

Horizontal questions ask about what they already know and are less likely to stimulate Insights.

Be aware of....

Listening that	Our intent.....
Creates a close communication	Empty clear mind. 'Being with' Seeing with interest and fascination
Helps us see the essence of the person/moment	Being curious
Reveals where the person is getting stuck and what they're not seeing	Being puzzled
Calls people's reality into question	Allowing questions to arise

- Your own thinking that comes up
- How often you try and offer solutions
- Your own judgements
- How often you try and steer others in the direction of your thinking
- How often you think you know what's best
- Personal thinking, intrusive thoughts and irritations

Listen for intuitive, instinctive, creative, fresh new thinking in yourself about the situation. The process is described in the diagram below.

The first aim is to establish a rapport, then to listen to the person's story, listening unconditionally, then as the story is told become aware of any insights you may have into what they are saying, assumptions they are making, things they are not seeing, beliefs they are not challenging. Then check in with the person, feeding back what it is you've heard, non judgementally, be curious and ask questions that will encourage the person to expand on why they feel the way they do. If you have an insight into their situation, be puzzled as to why the person can't see this. The aim is not to share you insight, but for the person to have their own insight into their situation.

We are aiming to bring clarity on why we live out of certain thinking and beliefs, that then create our reality and hinder us.

The importance is to 'see why you think that way', but to clarify whether this thinking is helping your situation and whether it needs continued investment. This is the teaching point, that beliefs, convictions and mindsets are made up of thought that we then make a reality out of, by investing in them because they made sense to us at the time. But that we can change our reality in a moment by realising that it all came from thought. Thought is just thought, smoke, until we put life into it, then it appears real.

By recognising that the reality or conviction we had about ourselves or the world in that moment is nothing but smoke we have invested in, brings the insight that 'I'm making this up', and brings the opportunity of 'what if I'm wrong and how else could I see this?'

Your curiosity and puzzlement adds to asking, 'how else could

this be/look?'

For reflection after the exercise

For the listener

- How easy/hard was that?
- What got in your way?
- What were you aware of?
- What issues came up for you?
- What did you learn?

For the speaker

- How did that feel?
- What was helpful, not so helpful?
- What did you learn?
- How difficult was it to explore for your own answers?

