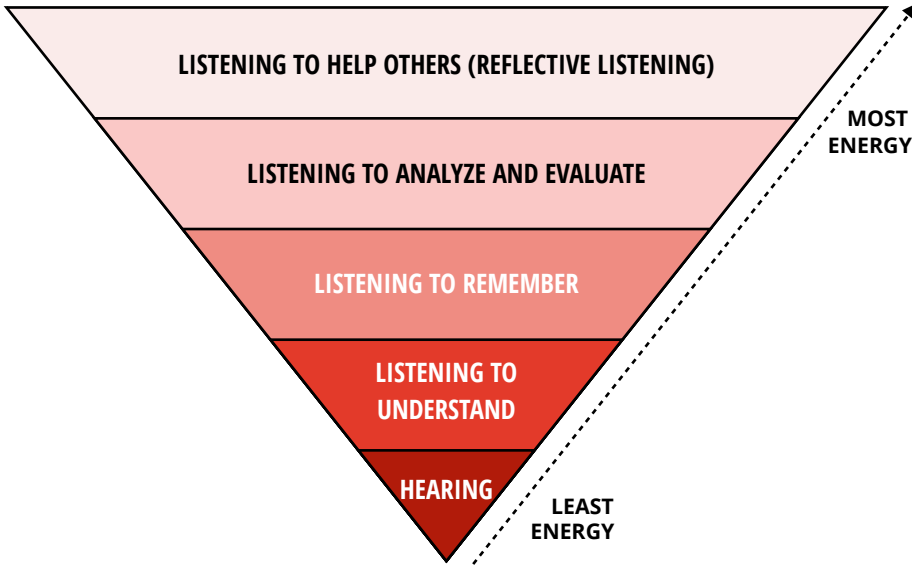


# Reflective listening

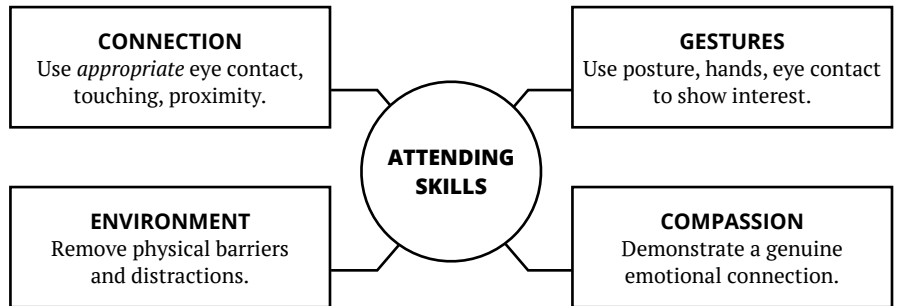


Most of the time, we listen to respond to others, or listen to further our own agenda. This is unfortunate, however, as doing so impairs our potential to make a genuine connection.

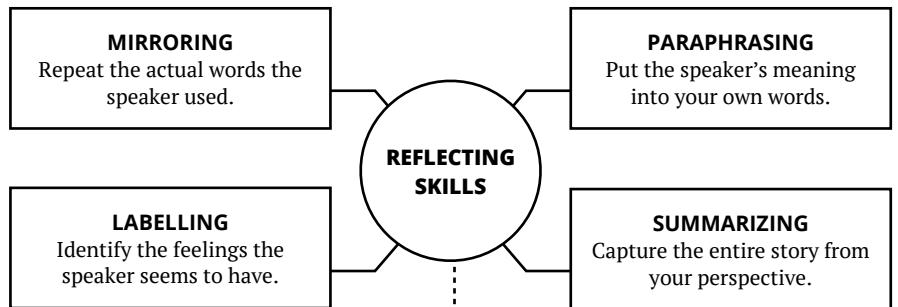
However, listening to try and help others takes a great deal of effort.

Reflective listening (Rogers, 1951), when done properly, can help to facilitate this.

First, pay attention to the way you *attend* to the person speaking. Ensure your approach is conducive to good listening.



Throughout the conversation, make sure to *reflect* what you believe the speaker is trying to tell you.



Each reflection is an opportunity to confirm your impressions and deepen your connection.

