Have You Heard?????
Thinking About Listening and Leadership

AGED 607
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Listening Facts

- We listen with 25% efficiency
- The info loss is compounded when passed thru several people
- We speak about 125 words/minute

Jones-Mohr Listening Test, University Associates, 1976

Listening Facts

- We think about 4 times faster (than 125)
- Best to “fill” time with putting speaker’s words in context

Jones-Mohr Listening Test, University Associates, 1976
Deterrents: Why Club Members Are Not Good Listeners

- Assuming the subject is uninteresting
- Criticizing the speaker's delivery
- Questioning an idea (greatly)

Jones-Mohr Listening Test, University Associates, 1976

Deterrents: Why Club Members Are Not Good Listeners

- Listening for facts without details
- Outlining everything

Jones-Mohr Listening Test, University Associates, 1976

Deterrents: Why Club Members Are Not Good Listeners

- Pretending to be attentive
- Permitting speaker to be inaudible

Jones-Mohr Listening Test, University Associates, 1976
Deterrents: Why Club Members Are Not Good Listeners

- Overreacting to certain words/phrases
- Withdrawing attention, daydreaming

*Jones-Mohr Listening Test*, University Associates, 1976

Leaders should create climates for positive and effective communication

Encouraging effective listening is one step forward!