



3 LEVELS OF LISTENING

LEVEL I: INTERNAL LISTENING [ME]

- > IT'S ALL ABOUT ME! ME! ME!
- > WHAT WILL I SAY IN RESPONSE?
- > HOW DOES WHAT IS BEING SAID RELATE TO ME?

LEVEL II: FOCUSED LISTENING [YOU]

- > IT'S ALL ABOUT FOCUSING ON YOU!
- > WHAT ARE YOU CONVEYING?
- > WHAT ARE YOU SAYING AND FEELING?

LEVEL III: GLOBAL LISTENING [EVERYTHING]

- > IT'S ABOUT EVERYTHING!
- > WHAT IS HAPPENING EVERYWHERE - NOISE, TEMPERATURE, ENERGY IN THE SPACE. . .?
- > WHAT IS HAPPENING AROUND US AND WITHIN US.?

Based on Co-Active Levels of Listening: www.coactive.com

Image and Article at: www.helpingimprove.com/global-listening-when-remote-virtual



ROUND 1 (Partner Up)

Level 1 Listening—How does what is being said relate to me?

Partner A: Tell a story about your favorite win or game as a coach. (60s)

**Partner B: Listen and respond by talking about yourself.
Continue the conversation until time is up.**



ROUND 2 (Swap Roles)

Level 1 Listening—What am I interested in?

Partner B: How did you end up here today? (60s)

**Partner A: Listen and respond by asking questions to clarify details.
Continue the conversation until time is up.**



ROUND 3 (Rotate Partners)

Level 2 Listening—What are you saying, thinking, and feeling?

Partner A: What's something that bothers or annoys you in coaching? (60s)

Partner B: Listen and respond by reflecting back what you heard (key point, thoughts, and feelings).

Continue the conversation until time is up.



ROUND 4 (Swap Roles)

Level 2 Listening—What is really going on for you?

Partner B: Tell a story about a time you made a difference in the life of an athlete. (60s)

Partner A: Listen and respond by asking only open, curious questions.

Examples

- **What impact has that experience had on your coaching?**
- **What was the best part of that experience for you?**



ROUND 5 (Rotate Partners)

Level 3 Listening—What is happening around us and within us?

Partner A: What is hardest for you in coaching? (60s)

Partner B: Listen and respond with reflective listening statements and share what came up for you.