

## Listening to determine

Ways of strengthen this type of listening:

- 1. Ask yourself, what might I do with what I'm hearing?
- 2. What are the pros and cons in what I'm hearing? In relation to what exactly?
- 3. How might what I'm hearing change my plans or modify what I'm already doing?
- 4. Who do I need to share this with?
- 5. What is perhaps being overlooked, underestimated or omitted here?
- 6. Does there appear to be a misunderstanding here? Would it be helpful to clear that up straight away?