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Steve Rappaport

The Arf Listening Playbook

Sue Thompson, Roy Wallace



The Arf Listening Playbook:

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Active Listening Sue Thompson, Roy Wallace, 2015 When we think of effective communication we tend to have in mind the idea of getting our message across making sure that what we have to say is received loud and clear However communication is a two way process so being an effective listener is also a key part of effective communication People are more likely to listen to you if you are listening to them so everyone benefits from effective listening But it isn't enough to listen you have to show that you are listening And that is precisely what is meant by active listening If people are not convinced that you are listening then the benefits of paying attention to what they are saying will be lost So if success in your line of work or in your life more broadly depends on effective communication then there is much to be gained from studying this short guide to active listening where you will learn not only why it is so important but also find out about the fundamentals of putting active listening into practice It is surprising how many people undermine their own effectiveness by not listening actively This e book will help to ensure that you are not one of them

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