



Listening

How do I rate?

Never 1, Sometimes 2-4, Always 5

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|---|--------------------------|----------------------|
| 1. Do you find yourself understanding what was said but not what was meant? | <input type="checkbox"/> | |
| 2. Do you find it hard to concentrate on what the speaker is saying because of external distractions, such as noise or movement? | <input type="checkbox"/> | |
| 3. Do you find it hard to concentrate on what the speaker is saying because of internal distractions, such as worry, fear, being unprepared or daydreaming? | <input type="checkbox"/> | |
| 4. Do you find yourself responding to what the speaker implies rather than what he says? | <input type="checkbox"/> | |
| 5. Do you find yourself responding in anger to words, stated or implied, that for all logical reasons should not make you angry? | <input type="checkbox"/> | |
| 6. Do you have trouble reading a person's body language? | <input type="checkbox"/> | |
| 7. Do you find it difficult to respond to a speaker in a non-judgemental way if you don't agree with him? | <input type="checkbox"/> | |
| 8. Do you find it difficult to respond to a speaker in a non-judgemental way if you don't like him? | <input type="checkbox"/> | |
| 9. Do you find yourself preparing your response before the speaker has finished? | <input type="checkbox"/> | |
| 10. Do you find yourself listening selectively, hearing only those words and ideas you want to hear? | <input type="checkbox"/> | |
| 11. Are there certain words, phrases, or actions that consistently trigger certain positive or negative responses in you? | <input type="checkbox"/> | |
| 12. Do you find yourself asking, "What did you say?" even though you've heard the speaker? | <input type="checkbox"/> | Total |
| 13. Do you rely on others to interpret what happened at a meeting? | <input type="checkbox"/> | <input type="text"/> |

Coach John Gagliardi on being a better coaching from his philosophy: "Winning with No's":

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| <ul style="list-style-type: none"> • No fear of being different • No throwing away money • No top-heavy staff • No reverence for titles. • No busy work • No substituting Mission Statements for doing the job • No withholding honor earned • No substituting reams of paper for action | <ul style="list-style-type: none"> • No being a jerk • No focusing on mistakes • No substituting putzing for achieving • No celebrating the heroes only • No overloading by overanalysis • No fear of taking a risk • No giving power to setbacks • No settling for less than the best • No focus on winning everything |
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