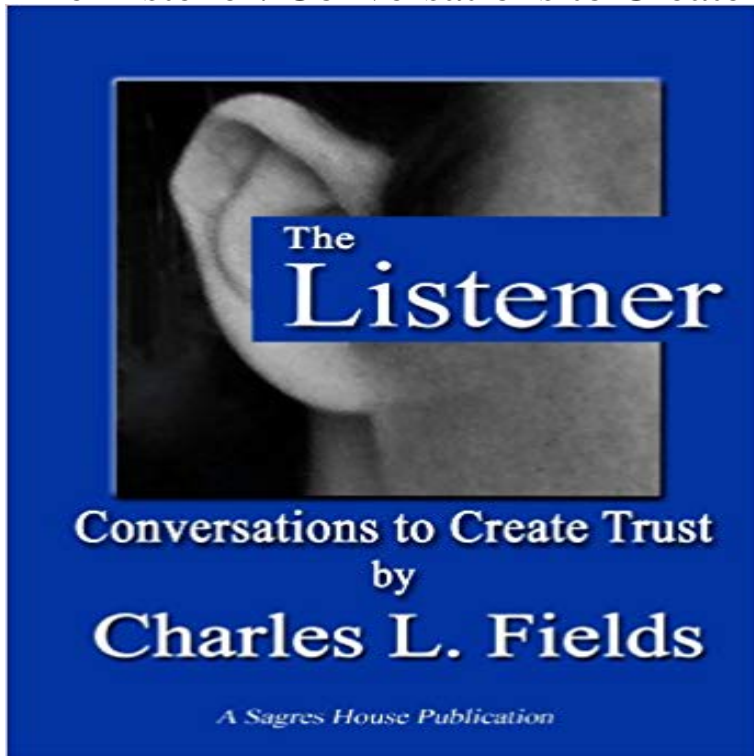


The Listener: Conversations to Create Trust



How you listen determines how you create trust. In this book you will experience the skills to show others that you honor what they say and feel. The setting is a conversation over lunch between two neighbors. One of them (Martin) has serious issues at work. The other (Sean) is a consultant. You will identify with Martins frustration and learn from Seans easy going coaching style. You will also learn to use questions to gain understanding and clarity, questions that provoke thinking and encourage ownership and choice. All of these will create a trusting relationship.

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