

## **LISTENING ENSURE SUCCESS IN YOUR LIFE**

The good listener improves the quality of the conversation.

Only 7% of communication is verbal, because emotions are expressed in forms, tones of voice, expressions and gestures to be listening. That's why you see more that makes what is said.

Not enough to sympathize with the party who is to agree. The added value there is empathy: feeling what another feels, know what happens, detect congruence between what they say, think and embodies. Empathy leads to harmony and mutual altruism comes to the social and leadership skills.

The men are actors who express the cultural script that allows them. They can minimize, exaggerate or disguise to avoid hurting feelings. That ability has an impact, emotions and transferred spread like a virus.

Who knows to listen to these signals, increases its power of persuasion that is measured by the degree of influence.

Those who "put in your pocket people" arm agendas, mediate conflicts, because they can not connect. The key is learning to make an identikit hearing.

There are dialogues of the deaf or interest generated by a double standard between what one thinks and what is said, producing defensive patterns. Awareness facilitates constructive, consistent and verifiable.

In human affairs is not just about finding the truth, but to achieve personal goals as self-esteem, confidence and competence.

Many companies and governments do not listen to the demands of personal, social and economic, not seek to reduce the digital divide, do not use their websites for people to access their training needs with digital. Then people do not incorporate the huge differential symbolic technological appropriation. The crisis is often the excuse for the lack of policies.

Know thyself. Listening to the inner voice is the highest skill, because who does not know what he wants becomes indifferent to the path you choose.

The danger is like trying to lose fidelity to oneself. It should also be listening to the other, to share and spread its joys and process or contain their anguish. Who sells products not listen, who knows how to listen sells solutions. The best companies are those that listen to the client because the information is the power that can convey the appropriate message when our turn came to speak.

Learning to listen is progressive: play the content, to repeat in other words, decipher emotions, gather all the facts.

The melodious sound to the human ear is the proper name. We must demonstrate that interest in the caller via the feedback, cross-examination, looking at his face, taking notes.

The key is to avoid internal dialogue while the other speaks. Listening is the first step towards wisdom is to build networks that are available before using them: communication networks, networks of experts and trusted networks.

The sensitivity is increased in a state of calm. Credibility grows when delivered to the other to influence later, instead of giving advice out of context.

Listening requires stop judging, creating a quiet space to connect with the potential to respond responsibly handle knowing one's emotions.


5% are reminded of what they hear, 25% of what you see and 90% of what we do. Therefore, we must listen actively, with enthusiasm, making an act of listening.

The great master of listening was Socrates who could hear a miracle: it was calving ideas.

Listening is known as the interlocutor to say, "What you are resonates so loudly in my ears I can not hear what I say." Dr. Horacio Krell

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## REFERENCE OF THIS TEXT

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