



Example Listening Response Shifts

A listening shift is the choice to catch automatic reactive forms of listening **while we are saying them to ourselves**, and shift to creative, choice-based listening that is consistent with the results we want.

Reactive Listening (Below the Line)	Creative-Choice Listening (Above the Line)
I'm not good enough, smart enough, pretty enough etc....	I am committed to creating "_____" in my life
I don't know what I am talking about	I choose to be fully ME!
Firing squad of negative assessments	Being a human being – discovering mutual commitment
I don't have any friends, I am lonely	I allow those around me to provide comfort and support
I can't believe they are asking me to do that	What is it time for now?
They are not listening to me	I create space for them to contribute
I do not want to fail	I choose creative freedom
I'm not sure I want to say what I know...	Being the person I REALLY AM – using difference to build a better world
I don't belong	I choose to take risks and belong
I HAVE TO get this done	It's time to make a powerful request
What can I get THEM to do?	How can I value and orchestrate their unique gifts?
Rigid execution	Choosing to be present
I already know the answers AND where they are going	I choose to be interested in who THEY are
Clenching Taskmaster	Breathing
I don't want to deal with this/them	I am open to the possibility of seeing a new solution
I have NO time	There IS time for the experiences and people that I care about
They are not listening, they don't get it and I give up	Listening for the possibility that they ARE listening
This is crazy! There is no way!	I choose to call on the Law of Attraction to work for me
It's not turning out the way I had hoped – its over	I choose a new possibility – I choose to begin again

Create goals. Live possibility. Be happy.