

How Good a Listener Are You?

Please complete the following

Question	Never	Sometimes	Always		
I find myself understanding what was said but not always what was meant	1	2	3	4	5
Do you find it hard to concentrate on what the speaker is saying because of external distractions, such as noise or movements?					
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?					
Do you find yourself responding to what the speaker implies rather than what he says?					
Do you find yourself responding in anger to words, stated or implied rather than what he says?					
Do you have trouble reading someone's body language?					
Do you find it difficult to respond to a speaker in a non judgmental way if you do not agree with him?					
Do you find it difficult to respond to a speaker in a non judgmental way if you do not like him?					
Do you find yourself preparing your responses before the speaker has finished?					
Do you find yourself listening selectively, hearing only those words and ideas that you want to hear?					
Are there certain words, phrases or actions that consistently trigger certain positive or negative responses in you?					
Do you find yourself asking, "What did you say?" even though you have heard the speaker?					
Do you rely on others to interpret what happened at a meeting?					

How Good a Listener Are You?

Listening: How good are you

Once you have rated yourself on each of the statements on the previous page follow these instructions to calculate your listening Quotient

1. Add up the total number of responses for each column
2. Multiply the number of responses per column by the column value
3. Add the totals to come up with one number

Interpretation:

13 – 20: You are a very good listener

21 – 32: You are a fairly good listener

33 – 45: You are an average listener

46 – 58: You are a fairly poor listener

59 – 65: You are a poor listener¹²