

Active Listening Strengths and Recommendations

COLOUR ENERGY	Strengths	Recommendation
Cool Blue	<ul style="list-style-type: none"> Spends more time listening than speaking. Does not typically finish the sentences of others. Is normally good at letting the other speaker talk. Actively seeks understanding. Plans and delivers a response after the other person has finished speaking 	<ul style="list-style-type: none"> Be aware of your biases. We all have them... Try not to daydream or become preoccupied with your own thoughts when others talk. Provide feedback, but don't interrupt. Analyse by looking at all the relevant factors and by asking open-ended questions. Walk the other person through their message and summarise. Keep the conversation on what the speaker is talking about...NOT on what interests you.
Earth Green	<ul style="list-style-type: none"> Spends more time listening than speaking. Is patient and sensitive. Is perceptive in picking up non-verbal clues. Is empathetic and good at mirroring body language. Is fully responsive to the other person. 	<ul style="list-style-type: none"> Be aware of making judgments. Try not to get too personally involved and 'take on' others' issues. Provide feedback where helpful rather than remain passive. Explore both objective and subjective issues. Where applicable, keep the conversation focused on an outcome.
Sunshine Yellow	<ul style="list-style-type: none"> Enjoys open exploration of issues Asks open questions Encourages participation Demonstrates active involvement and engagement with others Is vocal in praise and appreciation 	<ul style="list-style-type: none"> Make a conscious effort to listen more than talk. Try not to go off on tangents. Keep the communication focused on a particular outcome Provide feedback, but don't interrupt unnecessarily. Do not finish the sentences of others. Allow others to dictate the flow of conversation
Fiery Red	<ul style="list-style-type: none"> Can quickly determine the most relevant issues Keeps the conversation focused Assists others to reach conclusions and make decisions Quickly 'homes in' on any inconsistent or irrational statements Challenges appropriately 	<ul style="list-style-type: none"> Spend more time listening and less talking Adhere to the topic the speaker is talking about ...try not to steer the conversation on to your own agenda. Do not dominate the conversation. Ask for clarification rather than jumping to conclusions Allow the speaker to determine the pace and allow the speaker to finish before responding