Barriers to Effective Listening

• **Comparing** – Thinking about how you measure up

• **Mind Reading** – Making assumptions about what others are saying

• **Rehearsing** – Preparing for your next comment without listening to others

• **Filtering** – Listening to some things and not to others; avoid hearing certain things

• **Judging** – Being critical of the speaker, thereby devaluing what they say

• **Daydreaming** – Half-listening due to preoccupation with your own private thoughts

• **Overidentifying** – Taking everything a person tells you and refer it back to your own experience - Taking things personally

• **Advising** – Hearing (only) a few sentences before searching for the right advice/answer/response

• **Sparring** – Arguing and debating with people, “playing devil’s advocate”

• **Being Right** – Going to any lengths to avoid being wrong = “yes, but” = “no”

• **Derailing** – Suddenly changing the subject