**Quotes on Listening**

A good listener is not only popular everywhere, but after a while he knows something. —Wilson Mizner

I remind myself every morning: Nothing I say this day will teach me anything. So if I’m going to learn, I must do it by listening. —Larry King

I would say that listening to the other person’s emotions may be the most important thing I’ve learned in twenty years of business. —Heath Herber

If we do not care enough about a person to really listen, they will likely pick up on this. This too will have a dampening effect on our relationship with them and our future interactions. … Everything begins with careful listening. —Norman Geisler

In real ways, we are invited each day to slow down and listen. But why listen at all? Because listening stitches the world together. Because listening is the doorway to everything that matters. It enlivens the heart the way breathing enlivens the lungs. We listen to awaken our heart. We do this to stay vital and alive. This is the work of reverence: to stay vital and alive by listening deeply. —Mark Nepo

Just being available and attentive is a great way to use listening as a management tool. Some employees will come in, talk for twenty minutes, and leave having solved their problems entirely by themselves. —Nicholas V. Luppa

Listen earnestly to anything your children want to tell you, no matter what. If you don’t listen eagerly to the little stuff when they are little, they won’t tell you the big stuff when they are big, because to them all of it has always been big stuff. —Catherine M. Wallace

Listen with your heart. Practice empathy when you listen. Put yourself in the other person’s shoes. Listen for growth. Be an inquisitive listener. Ask questions. Everyone has something to say which will help you to grow. Listen creatively. Listen for ideas or the germs of ideas. Listen for hints or clues that may spark creative projects. Listen to yourself. Listen to your deepest yearnings, your highest aspirations, your noblest impulses. Listen to the better person within you. Listen with depth. Be still and listen. Listen with the ear of intuition to the inspiration of the Infinite. —Wilferd A. Peterson

Listening benefits the listener as well [as the one being listened to]. It helps build trust, avoid misunderstanding, and above all it’s a true gift which you can share to uplift people .—Dhara Jani

Listening has the quality of the wizard’s alchemy. It has the power to melt armor and to produce beauty in the midst of hatred. —Brian Muldoon

Listening is like a stethoscope to the human heart. We can find out what is happening inside the heart of a person by simply listening to them—an invaluable tool when sharing Christ. The Bible emphasizes the importance of listening. James instructs believers to be “quick to listen and slow to speak. —James M. Rochford

Listening means the difference between passing or failing a test, making or losing a sale, getting or losing a job, motivating or discouraging a team, mending or destroying a relationship. —Dianna Booher

Listening to the person right in front of you helps you to discover how to effectively serve that person. —Mary Jo Sharp

Of all the skills of leadership, listening is the most valuable, and one of the least understood. Most captains of industry listen only sometimes, and they remain ordinary leaders. But a few, the great ones, never stop listening. That’s how they get word before anyone else of unseen problems and opportunities. —Peter Nulty

Of all the tools available to us in dealing with conflict, none is more important than attentive, intentional listening. Listening helps reduce resistance and opens our thinking to creative solutions. Listening not only clarifies the message but changes both the messenger and the listener. Listening makes it possible for both sides to have a change of heart. —Brian Muldoon

Take the time to really listen today, and see how it changes other people’s lives—and yours. —Dhara Jani

The benefits of listening are interdependent and synergistic—the more you reap one benefit of good listening, the more listening you will do, and the more the other benefits will start to pile up. —Chloe Sekouri

The true listener is much more beloved, magnetic, than the talker, and he is more effective and learns more and does more good. —Brenda Ueland

The voice any person likes to hear best is his own. Everyone likes to talk, but some do more than others. Many people would give anything to find someone who would just listen to them. When we listen long enough, we not only begin to know and understand an individual; we also gain his gratitude and his willingness to listen to us, enabling us later to speak relevantly to him. —Paul E. Little

There is no such thing as a worthless conversation, provided you know what to listen for. —James Nathan Miller

To listen is very hard, because it asks of us so much interior stability that we no longer need to prove ourselves by speeches, arguments, statements or declarations. True listeners no longer have an inner need to make their presence known. They are free to receive, to welcome, to accept. Listening is much more than allowing another to talk while waiting for a chance to respond. Listening is paying full attention to others and welcoming them into our very beings. The beauty of listening is that those who are listened to start feeling accepted, start taking our words more seriously and discovering their true selves. Listening is a form of spiritual hospitality by which you invite strangers to become friends. —Henri Nouwen

What’s the payoff? Listening keeps you informed, up to date, and out of trouble. It increases your impact when you do speak. It gives you a negotiating edge, power, and influence. It makes other people love you. Listening is a gift to yourself and to other people. —Dianna Booher

When you listen, it’s amazing what you can learn. When you act on what you’ve learned, it’s amazing what you can change. —Audrey McLaughlin

Without credible communication, and a lot of it, the hearts and minds of others are never captured. —John P. Kotter