

## The Life Flow



**BRAJ KISHOR GUPTA**  
Motivation Guru

# MAGIC OF LISTENING

develops through listening. Listening and speaking are aural-oral skills. But the former is often ignored and undermined. This apathy towards listening results from our gross ignorance about what we call the Magic of Listening.

It is indeed a matter of concern that the habit of listening is dwindling. We are perhaps a hurried race. We would do well to read the words of Robert Frost rather between the lines:

Half the world is composed of people who have something to say and can't, and the other half who have nothing to say and keep on saying it.

These lines underline the growing need for listening. It becomes evident that each of us is an attention seeker. Listening seems to have become a rare human trait. Giving rapt attention is truly the beginning of all perception. Sir Isaac Newton once confessed:

If I ever made any valuable discoveries, it has been owing more to patient attention than to any other talent.

The best way to make someone feel important is to give the person undivided attention. How do we do that? Listening with heart and mind could be

the way forward. Listening plays vital role in building personal relationships. It paves the way for enjoying popularity among the peers and strangers alike. In fact, when you listen, you celebrate the individual uniqueness of a person. This is the best compliment that one can pay to anyone in recognition of her/ his worth and dignity. Listening is a powerful tool for social engineering. It promotes social intelligence, which has become the highest paid and most respected form of intelligence today. Social intelligence is nothing but one's ability to connect emo-

tionally with people. This is regarded as the most important quality by Daniel Goleman in his magnum opus - Emotional Intelligence.

Listening is like a magic wand. Effective listening could be a panacea for many ills that plague our personal and professional lives. This can be possible only when you make it a habit to listen with sparkle in eyes. You must pause before replying. When you pause first, you avoid interrupting the speaker. Second, by pausing you give the impression - what was said was really important for you. It is a mark of respect to the speaker. So, be not in a hurry to respond. Allow silence to exist.

Silence is verily golden. The word SILENT has same letters as LISTEN.

A childlike curiosity is a prerequisite for discovering the magic called listening. It is important to have open mind and ask questions. The golden rule is, the person who asks questions has the control. Moreover, we need to listen for ideas and wisdom. True understanding comes when we put our beliefs and judgment to rest. Understanding precedes evaluation. It is only then listening could be very creative and you would experience the Magic of Listening!

[motivationguru@hotmail.com](mailto:motivationguru@hotmail.com)