



Listen Up: What You've Never Heard About the Other Half of Every Conversation: Mastering the Art of Listening

By Larry L. Barker, Kittie W. Watson Ph.D.

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People-oriented listeners quickly notice other people's moods and feelings.

Action-oriented listeners help others focus on what's important.

Content-oriented listeners are good at looking at all sides of an issue.

Time-oriented listeners give cues to others when time is being wasted.

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Editorial Review

Review

"Over half of our waking hours are spent in some form of communications-and about half of that time is spent listening. We've all had years of training in reading, writing, and speaking, but few have had more than a week in listening. This book helps fill that gap, giving scores of practical applications. It beautifully teaches how and what and why of listening." --*Dr. Stephen Covey, author of The Seven Habits of Highly Effective People*

"Reading *Listen Up* is like having your own listening consultants whispering in your ear. Any reader who wants to increase his or her effectiveness at home, at work, or socially should read this book." --*Charles Roberts, president, International Listening Association and chair/professor, Department of Communication, East of Tennessee State University*

"A must-read for any negotiator or project manager." --*Clive Hammant, director, Licensing and Development, Pfizer, Inc.*

"Larry Barker and Kittie Watson have identified where the real power in communication resides. Leaders, post a new sign on the door: Listener in Charge!" --*Joel Marks, executive vice president, corVISION Media*

About the Author

Larry Barker, Ph.D., and **Kittie Watson, Ph.D.**, are internationally recognized social science researchers who have been studying listening styles and habits for more than twenty years. They have taught at Purdue, Florida State, and Auburn Universities, and Auburn and Tulane Universities, respectively. Through their firms, SPECTRA, Inc., and Innolect, they coach Fortune 100 companies, small businesses, and government agencies on how to increase their effectiveness through better listening.

Users Review

From reader reviews:

Martha Wilson:

Do you have favorite book? If you have, what is your favorite's book? Publication is very important thing for us to be aware of everything in the world. Each book has different aim as well as goal; it means that book has different type. Some people feel enjoy to spend their time and energy to read a book. They can be reading whatever they acquire because their hobby is definitely reading a book. How about the person who don't like reading a book? Sometime, man or woman feel need book whenever they found difficult problem or maybe exercise. Well, probably you will want this Listen Up: What You've Never Heard About the Other Half of Every Conversation: Mastering the Art of Listening.

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Robert Polk:

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