

Results of Listening

Six benefits will occur if you listen purposefully and positively because such attentive listening:

- (1) Leads to helpful, positive attitudes—by understanding the hindrances that lie in the way of good listening.
- (2) Permits the speaker and listeners to improve communication because each side is more aware of and receptive to the other's viewpoint.
- (3) Indicates by feedback to the speaker that listeners are interested, in turn, the speaker tries harder to give his or her best performance.
- (4) Helps listeners obtain useful information on which they can make accurate decisions.
- (5) Creates better understanding of others and thus helps listeners work with others.
- (6) Helps the speaker (especially in an interview) in talking out a problem a person needs to receive, as well as give, help.