

Exercise 11.6 Listening Styles

In your text, you learned that Geier and Downey (1980) believe that there are six styles of listening: leisure, inclusive, stylistic, technical, empathic, and nonconforming. Each style of listener "hears" only communications that are consistent with his/her style. The purpose of this exercise is to provide you with an opportunity to practice communicating in different ways to different types of listeners.

For each of the situations below, indicate how you would speak to each of the six styles of listener.

Situation 1: You are a supervisor and need to tell an employee that his productivity has recently been low and he needs to improve or risk losing his job:	
<i>Listening Style</i>	<i>Your Response</i>
Leisure	
Inclusive	
Stylistic	
Technical	
Empathic	
Nonconforming	
Situation 2: You are an employee and need to tell your supervisor that you have been working too much overtime and need some time off.	
<i>Listening Style</i>	<i>Your Response</i>
Leisure	
Inclusive	
Stylistic	
Technical	
Empathic	
Nonconforming	