

# Habit 5

1. Seek first to understand, Then to Be \_\_\_\_\_.

2. The three basic pillars of communication.

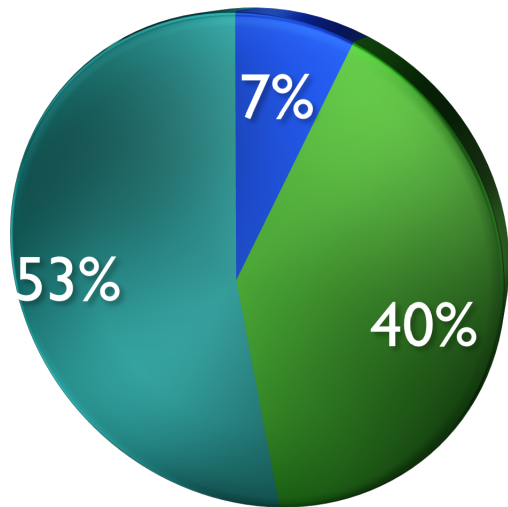
O. Respect

O. \_\_\_\_\_

O. \_\_\_\_\_

3. The five poor listening styles are \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_, \_\_\_\_\_.

4. Label The Diagram Below



53%:

40%:

7%:

5. Spacing Out occurs when someone is talking to us, but we choose to \_\_\_\_\_ them because our minds are wandering.
6. \_\_\_\_\_ Listening occurs when someone is pretending to listen to someone who's speaking to them by making insightful comments at key junctures.
7. **Word Listening** occurs when someone is listening to the words you are saying, but choose not to pay attention to your \_\_\_\_\_ or \_\_\_\_\_.
8. **Self-Centered** Listening happens when we see everything from our own point of view.
9. **Judging**- When we make \_\_\_\_\_ about others based on how they look or what they say in the back of our mind without actually saying them aloud.
10. **Advising**- When we give \_\_\_\_\_ drawn from our own experience.

11.

Mirroring	Mimicking
Warm And Caring	Cold and Indifferent