



Channel 0	Channel 1	Channel 2	Channel 3	Channel 4	Channel 5
TUNED OUT Self displacement	EGO Judgemental	AFFIRMING Familiar	CRITICAL Factual	EMPATHIC Dialogue	GENERATIVE Insight
Not present	Listening to self	Listening for similarity	Listening for evidence	With other about other	With self for other
Am I actually listening? Would I be able to answer a question about what's been said if someone asked me this right now?	Am I just waiting for them to stop talking so I can say my important bit? Am I practicing what it is I'm going to say next instead of listening intently to what is being said now?	Am I listening for what is similar to what I know, or whether they agree with what I've just said?	Am I listening for proof that what they are saying is right? Am I looking for evidence to back up their argument?	Am I listening from a place that no other motive but to connect with their perspective and understand what they are feeling within that perspective?	Am I using my empathy and insight into their context and motivation to help achieve the best path to the outcome we seek? Have I taken a position of possibility, to ensure that together we are able to generate an alternative?