

LEARN ABOUT YOURSELF ● Personal Listening Style Profile

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Use the scale below to indicate the extent to which each of these statements captures how you listen. Always (4), Frequently (3), Sometimes (2), Infrequently (1), Never (0):

- _____ 1. I focus my attention on the other person's feelings when listening to them.
- _____ 2. I am frustrated when others don't present their ideas in an orderly, efficient way.
- _____ 3. I prefer to listen to technical information.
- _____ 4. When hurried, I let the other person(s) know that I have a limited amount of time to listen.
- _____ 5. When listening to others, I quickly notice if they are displeased or disappointed.
- _____ 6. When listening to others, I focus on any inconsistencies and/or errors in what's being said.
- _____ 7. I prefer to hear facts and evidence so I can personally evaluate them.
- _____ 8. I begin discussions by telling others how long I have to meet.
- _____ 9. I become involved when listening to the problems of others.
- _____ 10. I jump ahead and/or finish thoughts of speakers.
- _____ 11. I like the challenge of listening to complex information.
- _____ 12. I interrupt others when I feel time pressure.
- _____ 13. I nod my head and or use eye contact to show an interest in what others are saying.
- _____ 14. I am impatient with people who ramble on during a conversation.
- _____ 15. I ask questions to probe for additional information.
- _____ 16. I look at my watch or clocks in the room when I have limited time to listen to others.

Scoring the survey: This survey identifies your personal listening style. Sum your responses to Items 1, 5, 9, and 13. This is your people-oriented listening style score. Sum your responses to Items 2, 6, 10, and 14. This is your action-oriented listening style score. Sum your responses to Items 3, 7, 11, and 15. This is your content-oriented listening style score. Sum your answers to Items 4, 8, 12, and 16. This is your time-oriented listening style score. The style for which you have the highest sum is your preferred personal listening style. Some people have one dominant style, while others will have two with close scores. A few people do not have a dominant style and can switch listening modes as needed.

Based on: Watson, K. W., Barker, L. L., & Weaver, J. B., III. (1995). The listening styles profile (LSP-16): Development and validation of an instrument to assess four listening styles. *International Journal of Listening*, 9, 1-13.

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