



## daily GOOD

Generative listening is the art of developing deeper silences in yourself, so you can slow our mind's hearing to your ears' natural speed, and hear beneath the words to their meaning. --Peter Senge

### **Otto Scharmer on The Four Levels of Listening**

"In my years of working with groups and organizations, I have identified four basic types of listening. Ya, I know that already. The first type of listening is downloading: listening by reconfirming habitual judgments. When you are in a situation where everything that happens confirms what you already know, then you are listening by downloading." In this excerpt from his book, "Theory U: Learning from the Future as it Emerges," Otto Scharmer shares four levels of listening, what they each look like and lead to.

### **Be The Change:**

For more inspiration, check out Scharmer's talk on this same theme [here](#).