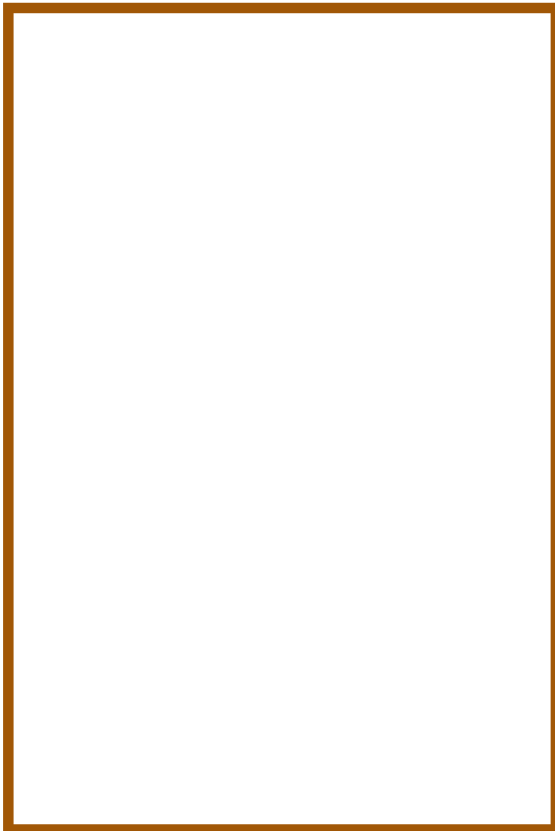


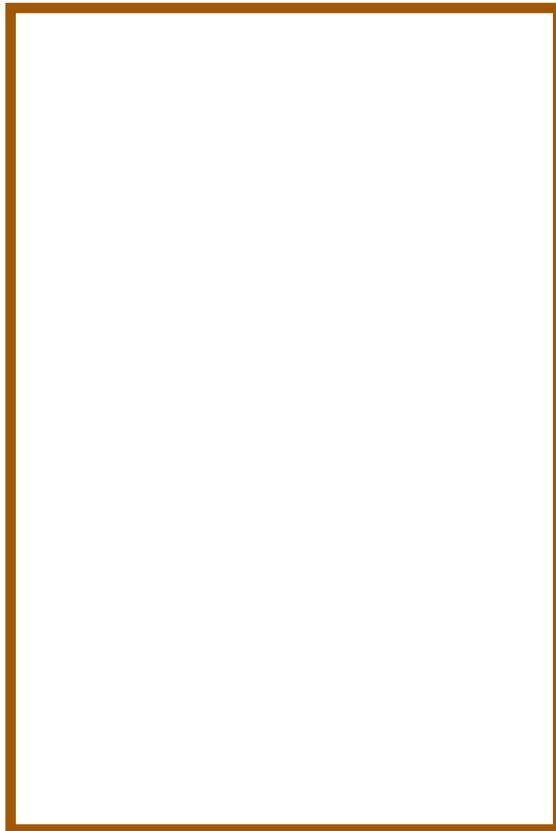
# WORKSHEET: LISTEN WITH THE GRAIN LEADERSHIP

Great leaders listen with the grain of a conversation. Their intent is to understand and learn from the speaker, not to merely confirm what the leader already believes or to deliver a pre-determined response. Sometimes we struggle to get it right. Use this worksheet to explore a time you struggled to listen with the grain of the conversation and to identify what you can do better in the future.

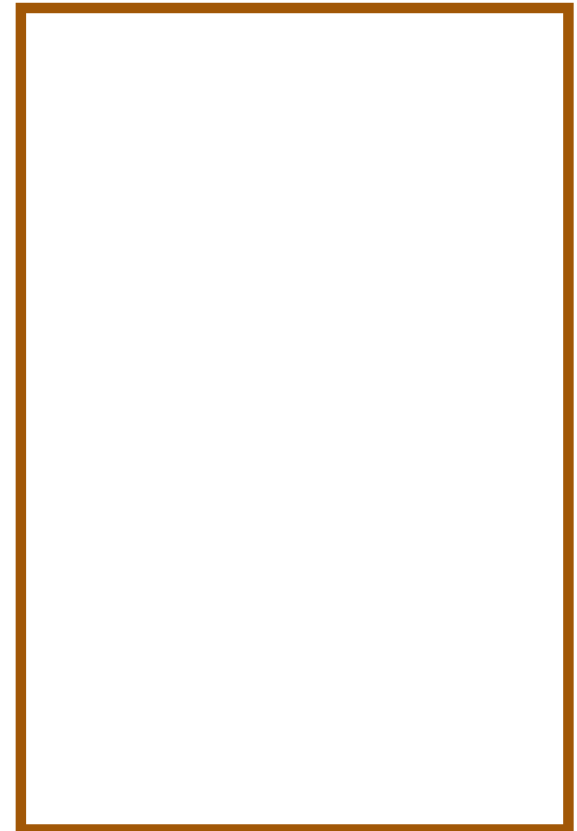
**DESCRIBE A TIME WHEN YOU LISTENED AGAINST THE GRAIN**



**WHAT CAUSED YOU TO LISTEN AGAINST THE GRAIN?**



**WHAT CAN YOU DO NEXT TIME TO LISTEN WITH THE GRAIN?**



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