**Learn Empathic Listening from a Master**

The all-time legendary Master of empathic listening is Carl Rogers. At the bottom of the page is a link to YouTube videos where he demonstrates his therapeutic technique. The Stagen ILP is of course not a counselor or coach training program. But the capacity to establish and maintain an empathic connection with people is a tremendously valuable component of effective leadership. If you want to develop your capacity it is well worth spending a few minutes watching him demonstrate his counseling method.

Rogers founded *Person-Centered Therapy* and had a profound impact on clinical psychology in the latter half of the 20th Century. Although legions of mediocre imitators resulted in counseling sometimes being lampooned as a kind of empty parroting of what a client says, research shows that the client’s perception of the degree of genuine and accurate Empathy the therapist has for them is one of the most powerful general factors in effecting change and growth (more important than modality, process, level of education of the professional, etc.).

Notice that Carl Rogers sees Gloria as a Creator, capable of deciding for herself how to resolve her values conundrum around having sex as a divorced mother of a nine year old daughter. He refuses to Rescue her with an authoritative answer to her dilemma, although she repeated asks him outright to solve her problem by telling her what his expert opinion is of the ‘right’ thing to do. But his intention is not to offer expert advice or direct her decision making on this specific topic. His intention is to help her grow to her own Next Level, where she can find good answers herself. We could say that he is a stand for her growth from a Socialized into a Self-Authoring meaning-making orientation. Again, Carl Roger’s role here is not to be Gloria’s boss, so he is not responsible for coaching her on effective execution of her role. Nonetheless, there is a great deal to glean from studying their interaction if you want to be better at encouraging others to be self-directing Creators.

**TO WATCH**

Get your LISTENING SPECTRUM PDF in hand. See if you can identify the deeper levels of listening (3 – 5) as they occur. Begin with Carl Rogers and Gloria Counseling Part 2 <https://www.youtube.com/watch?v=m30jsZx_Ngs>

After this part plays you can continue on through the brief session.