

Story Listening: The Gift of Understanding Others

An Experiential Leadership Training from
Pneumos LLC



The Problem: Far too often people managers and leaders fail to inspire and motivate their direct reports and team members to perform at their best. By failing to slow down, be fully present, and truly listen to the concerns of their colleagues, people leaders are unwittingly fostering relationships that lack trust and connection. This leads to suboptimal individual and team productivity—with less creativity and innovation—which ultimately results in bad business outcomes.

The Solution: At Pneumos, we believe that empathy is the most overlooked driver of cohesive team performance and positive business outcomes. When we lead with empathy, stay curious, and use our emotional intelligence to listen to and more fully understand another person's story, we cultivate the trust, connection, and psychological safety that are at the core of strong relationships. Story listening leads to important discoveries that result in better business outcomes.

Practical Applications for Story Listening:

- ★ A direct report is underperforming? —> Discover how to help them improve.
- ★ You have a new teammate? —> Discover how to work together.
- ★ A client wants to retain your services? —> Discover what you can provide.
- ★ A stakeholder has a disagreement with you? —> Discover if you're the problem.

Praise: “Pneumos is doing needed work in organizations today where connection, empathy, and listening are essential skills more than ever for teams. Working with Joel and his team has been a true partnership to design a learning experience where participants get a genuine workout in practicing listening and empathy building. The result is that they are able to better connect to the narrative happening in front of them, make better decisions, and take more sound actions.” – *Phyllicia Jones, Director of Talent Development at PagerDuty*

About ThirdStory Revolution: We are the storytelling brand of Pneumos LLC that uses strategic storytelling to stimulate leadership development and transform workplace culture. The brainchild of a creative who deploys imagination and innovation to address organizational dynamics, Pneumos leverages the power of narratives to help create more energized and inclusive work environments.

Our Theme: The most powerful story in any organization is not the story we tell ourselves or glean from each other, but the story we build together to create sustainable organizations. Use the power of story to revolutionize how you do business.

Talk with us about bringing Story Listening to your organization:



thirdstoryrevolution

