

## Listening Style Inventory

*The following items relate to your listening style. Please read each question and quickly indicate your opinion by marking the appropriate box.*

**1. I want to listen to what others have to say when they are talking.**

Almost always   Often   Sometimes   Seldom   Almost Never

**2. I do not listen attentively when others are talking.**

Almost always   Often   Sometimes   Seldom   Almost Never

**3. By listening, I can guess a speaker's intent or purpose without being told.**

Almost always   Often   Sometimes   Seldom   Almost Never

**4. I have a purpose for listening when others are talking.**

Almost always   Often   Sometimes   Seldom   Almost Never

**5. I keep control of my biases and attitudes when listening to others speak so that these factors won't affect my interpretation of the message.**

Almost always   Often   Sometimes   Seldom   Almost Never

**6. I analyze my listening errors so as not to make them again.**

Almost always   Often   Sometimes   Seldom   Almost Never

**7. I listen to the complete message before making judgments about what the speaker has said.**

Almost always   Often   Sometimes   Seldom   Almost Never

**8. I cannot tell when a speaker's biases or attitudes are affecting his or her message.**

Almost always   Often   Sometimes   Seldom   Almost Never

**9. I ask questions when I don't fully understand a speaker's message.**

Almost always   Often   Sometimes   Seldom   Almost Never

**10. I am aware of whether or not a speaker's meaning of words and concepts is the same as mine.**

Almost always   Often   Sometimes   Seldom   Almost Never

## **Appendix B**

### **Interpretation (LSI)**

#### **Active (45 - 50)**

The active listener gives full attention to listening when others are talking and focuses on what is being said. This person expends a lot of energy participating in the speaking-listening exchange, which is usually evidenced by an alert posture or stance and

**The Listening Style Inventory (LSI) as an Instrument for Improving Listening Skill**  
50 much direct eye contact.

#### **Involved (38 - 44)**

The involved listener gives most of his or her attention to the speaker's words and intentions.

This person reflects on the message to a degree and participates in the speaking-listening exchange. The involved listener practices some direct eye contact and may have alert posture or stance, although this may be intermittent.

#### **Passive (28 - 37)**

The passive listener receives information as though being talked to rather than as being an equal partner in the speaking-listening exchange. While assuming that the responsibility for the success of the communication is the speaker's, this listener is usually attentive, although attention may be faked at times. The passive listener seldom expends any noticeable energy in receiving and interpreting messages.

#### **Detached (0 - 27)**

The detached listener withdraws from the speaking-listening exchange and becomes the object of the speaker's message rather than its receiver. The detached listener is usually inattentive, disinterested, and may be restless, bored, or easily distracted. This person's noticeable lack of enthusiasm may be marked by slumped or very relaxed posture and avoidance of direct eye contact.

The listening inventory gives a general idea of preferred listening style, how a person views themselves. The scores indicating styles are approximations and should be regarded as such. A person may change listening style when responding to a given situation or their interests, intentions, or objectives. Such factors may be either internally or externally derived.

#### **Notes:**

The questionnaire has two questions that are reversely ordered. What that means is that all questions are graded on a scale of 5 (almost always) to 1 (almost never). Except questions 2 and 8 which are graded just the opposite 1 (almost always) and 5 (almost never). The number is assigned to each of the 10 questions depending on the choice selected 5, 4, 3, 2, 1. The individual score is simply added up - total of 50 points. The total points that a person achieves is the compared with the chart that describes their listening style.