



## MAJOR GIFTS FUNDRAISER

### Listener Preference Profile

Instructions: Think of a specific listening role or situation that you are often in. For example, you may focus on your listening at work, as a friend, as a spouse, or as a parent. (Note: You can complete the instrument more than one time, with different roles and situations in mind.) As you read the series of statements below, keep the particular listening role or situation you have chosen in mind. Circle the appropriate number using the key below.

- Always        5  
Frequently   4  
Sometimes   3  
Infrequently 2  
Never         1

1. I focus my attention on other people's feelings when listening to them.	1   2   3   4   5
2. When listening to others, I quickly notice if they are pleased or disappointed.	1   2   3   4   5
3. I become involved when listening to the problems of others.	1   2   3   4   5
4. I try to find common areas of interest when listening to new acquaintances.	1   2   3   4   5
5. I nod my head and/or use eye contact to show interest in what others are saying.	1   2   3   4   5
6. I am frustrated when others don't present their ideas in an orderly, efficient way.	1   2   3   4   5
7. When listening to others, I focus on any inconsistencies and/or errors in what's being said.	1   2   3   4   5

8. I jump ahead and/or finish thoughts of other speakers.	1 2 3 4 5
9. I am impatient with people who ramble on during conversations.	1 2 3 4 5
10. I ask questions to help speakers get to the point more quickly.	1 2 3 4 5
11. I wait until all the facts are presented before forming judgements and opinions.	1 2 3 4 5
12. I prefer to listen to technical information.	1 2 3 4 5
13. I prefer to hear facts and evidence so I can personally evaluate them.	1 2 3 4 5
14. I like the challenge of listening to complex information.	1 2 3 4 5
15. I ask questions to probe for additional information.	1 2 3 4 5
16. When hurried, I let others know that I have a limited amount of time to listen.	1 2 3 4 5
17. I begin a discussion by telling others how long I have to meet.	1 2 3 4 5
18. I interrupt others when I feel time pressure.	1 2 3 4 5
19. I look at my watch or clocks in the room when I have limited time to listen to others.	1 2 3 4 5
20. When I feel time pressure, my ability to concentrate on what others are saying suffers.	1 2 3 4 5

**Scoring:**

Tally the number of times you circled 4 or 5 for statements 1-5:

**People Oriented = \_\_\_\_\_**

Tally the number of times you circled 4 or 5 for statements 6-10:

**Action Oriented = \_\_\_\_\_**

Tally the number of times you circled 4 or 5 for statements 11-15:

**Content Oriented = \_\_\_\_\_**

Tally the number of times you circled 4 or 5 for statements 16-20:

**Time Oriented = \_\_\_\_\_**

For more information on Listener Preference Interpretation please check out Larry Barker & Kittie Watson's excellent book, *Listen Up*.