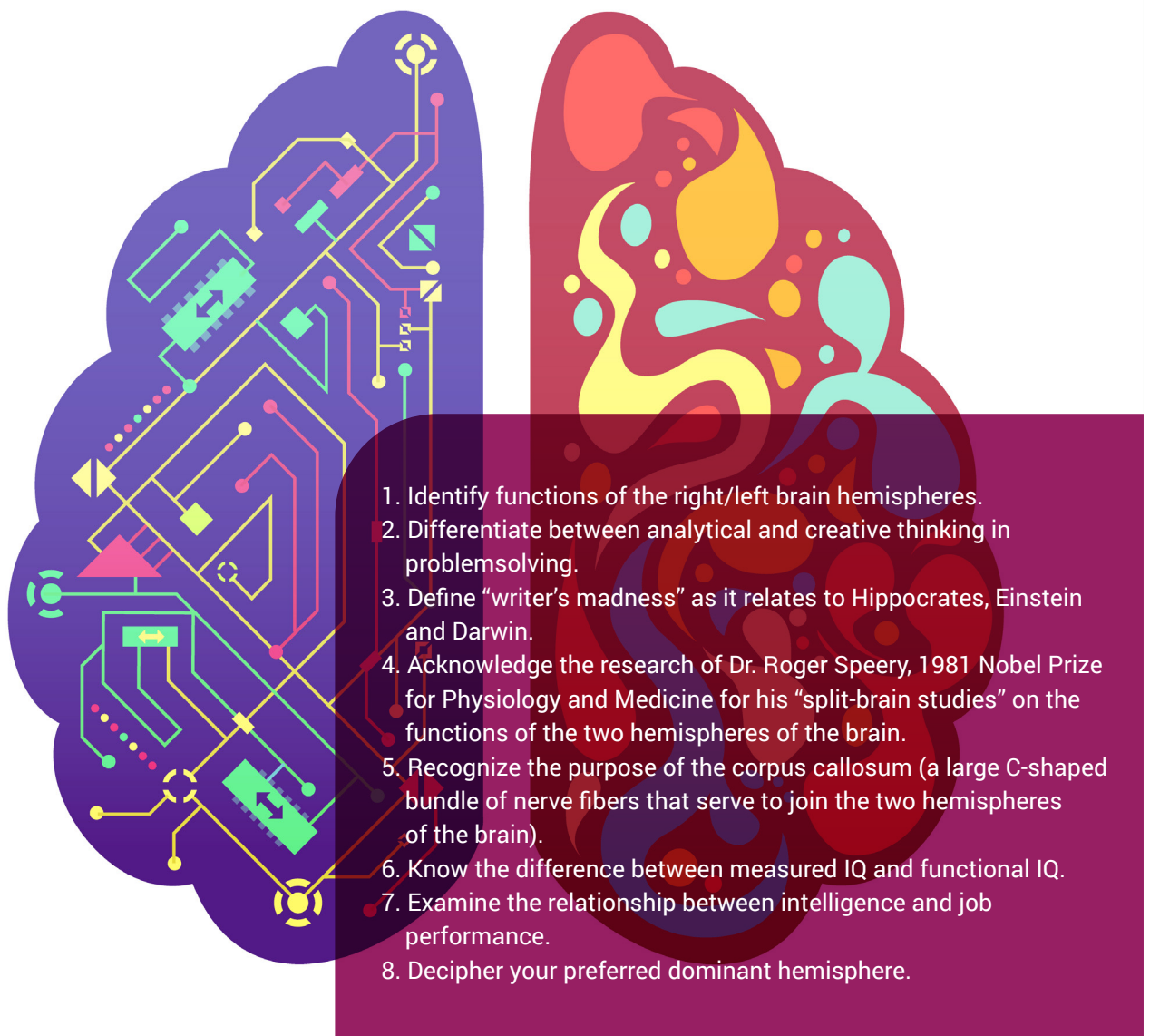


# Strategic Listening Techniques

## Employing Both Hemispheres of the Brain

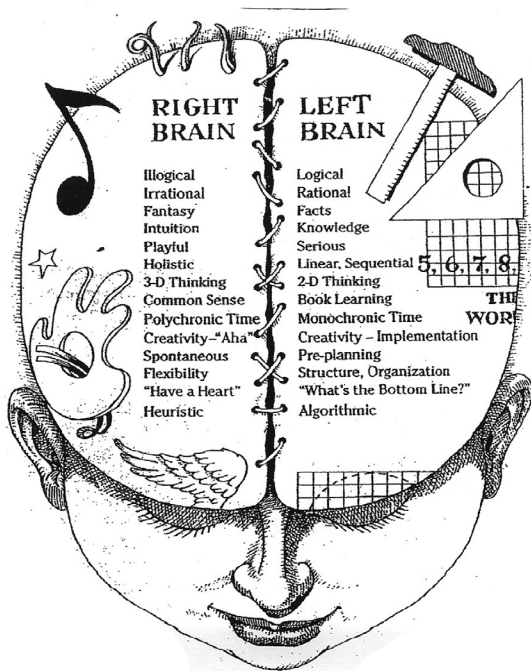
Stimulate your creativity, maximize your productivity, and increase your problem-solving abilities by examining and tapping into the enormous powers of your mind. "The mind is a terrible thing to waste," certifies the notion that a brain not understood, not exercised, not explored, or not fully developed is devastating to a person's overall accomplishments. The powers of imagination and insight that exist in the deepest regions of the mind, often unrecognized and frequently ignored, must be examined.

The purpose of this seminar is to maximize your creativity and productivity. Fully utilizing and developing your logical left-brain hemisphere and your intuitive right-brain hemisphere allows you to easily enter a state of heightened consciousness at the times of your own choosing. When hemispheres function properly, the cooperation between them is a perfect partnership. Each is supportive of the other and each does what it does best, plus they complement each other in almost all activities.



This thought-provoking session provides you with the evidence you need to truly appreciate and understand your mind.

It features expanded coverage of the biological foundations of hemispheric asymmetry and cerebral localization. Through lectures and exercises, this course provides insights as to how to increase and improve your problem-solving abilities and professional interactions. This personal seminar enlightens you and invites you to strengthen your analytical, imaginative, and intuitive abilities to gain control of your life.



## BRAIN PROCESSING CHARACTERISTICS

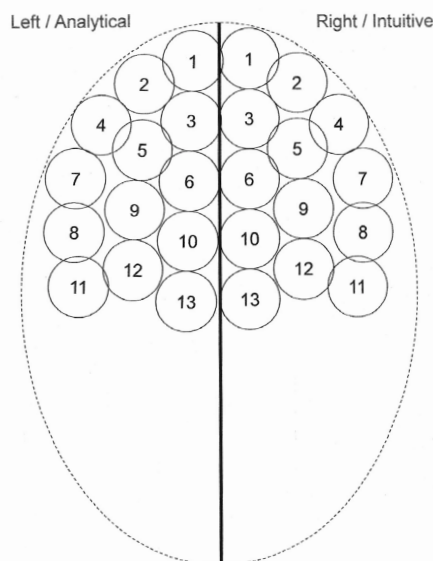
### LEFT

- \* verbal
- \* logical
- \* responds to actual words
- \* likes facts and figures
- \* processes info step-by-step
- \* years for structure
- \* less-physically demonstrative
- \* neat, organized
- \* plans ahead
- \* favors formal seating
- \* logically views a complaint
- \* conscious of time, schedules
- \* deep concentration when listening (mentally outlines presentation)
- \* mathematical

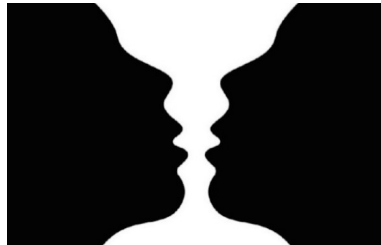
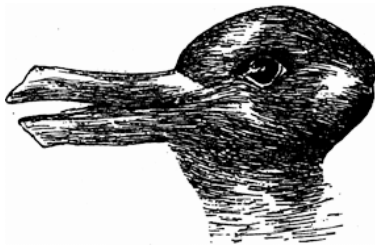
### RIGHT

- \* visual
- \* intuitive
- \* responds to emotions/body language
- \* likes stories
- \* processes info in chunks
- \* interrupts the speaker
- \* demonstrative body language
- \* can look disorganized
- \* spontaneous
- \* favors informal seating
- \* emotionally views a complaint
- \* oblivious to passage of time
- \* supportive verbal expressions when listening ("right," "nice," "interesting")
- \* musical

## RIGHT BRAIN / LEFT BRAIN PREFERENCES



# WHOLEBRAIN THINKING



as you shift from seeing the duck to the rabbit or the rabbit to the duck, you are shifting psychologically

Whether you see a vase of profile, the object you selected is in the foreground

This shift is less automatic. As you switch from seeing the young woman to the old hag, you must consciously move your eyes

# IQ TEST

Here are some real puzzlers for you! Decipher the hidden meaning of each set of words.

1 belt hitting	2 <b>EXIT</b> <b>LEG</b>	3 often not often not often	4 night fly
5 MIGRA <b>A</b> INE	6 SPRING SUMMER AUTUMN WINTER	7 <b>9ALL5</b>	8 once upon a time <div style="text-align: center;">N   — E   S</div>
9 GIVE GET GIVE GET GIVE GET GIVE GET	10 breth	11 <00-0WZT	12 esroh riding
13 EMPLOY T MEN	14 wire just	15 GRIMY SMUGGED FILTHY BESMIRCHED UNWASHED FOUL SOILED TARNISHED UNCLEAN SOOTY SULLIED DUSTY	16 <b>DO12"OR</b>

# IQ TEST

Here are some real puzzlers for you! Decipher the hidden meaning of each set of words.

1 COUNTRY COUNTRY	2 L O V	3 1 T 3 4 5 6	4 BRING BALLERINAS
5 THE SAND	6 COLLAR 102°	7 to <sup>ngue</sup> ngue	8 COLT Jr.
9 safe s o r y	10 hoRN	11 [income]	12 D DUMP D U goose U M feathers M P DUMP P
13 ME IT IT IT IT IT IT IT IT IT IT IT	14 ACUM	15 GAG U	16 LEAST