

THE TED* LETTER™

By David Emerald

October 2009



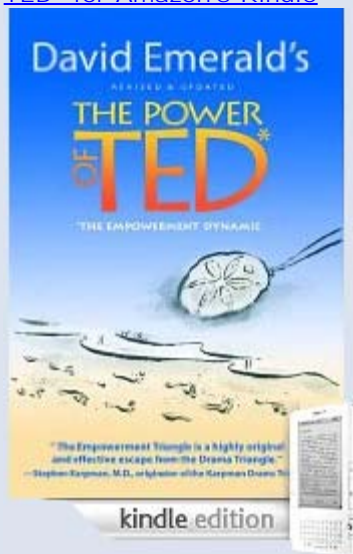
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[\(See the printer friendly pdf on the Power of TED* Website. - available within 24 hours of this email.\)](#)

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Listening for Possibility

"A Coach is a source of knowledge, but s/he doesn't tell a Creator what a Creator should or shouldn't do. Instead, s/he asks a lot of good questions and listens deeply to what a Creator is saying as she thinks, probes, and explores. A Coach is constantly alert to possibility."

From Chapter 8 "The Empowerment Dynamic" ([The Power of TED*](#))

In today's gadget-filled world, many people are spending more time with their computer screens than in personal conversation with others. We run the risk of losing the art and skill of being an effective listener. Listening is an essential skill and practice for a Creator.

There is the obvious listening: listening to others speak, listening to radio and television and other media, etc. Our listening goes beyond the obvious to more "subtle" ways: we listen as we read everything from email to this newsletter; we listen to our own inner chatter; we listen as we replay events and experiences. We are engaged in some form of listening almost all the time that we are awake.

As human beings, there are three ways that we are capable of listening:

Listening for Assessment - This is our default way of listening. The internal conversation follows some form of assessment: "I like that/I don't like that." "I agree with that/I don't agree with that." Simply put, we have a mental "ledger sheet" with two columns: a plus column and a minus column.

When we listen for assessment, we are listening for the perceived value of what we are hearing. In fact, as you read this you are most likely "listening" in this very way!

We are listening reactively to what it is we are hearing. And here is the key point: Our prior experience is the filter we use for determining the value of what we are hearing. We run what we hear through the lessons of our experiences and the assumptions we have formed from those experiences.

Listening for Action - The second form of listening we can engage in is listening for action. In this listening, the internal conversation is focused on how to apply what we are hearing. "How do I/we use this?" "How can we implement this?" As we listen, we are seeking to determine reasonable and appropriate avenues for action, given what we hear.

In many ways we are almost always listening for action - especially in the context of organizations, teams, and groups. **How** our listening for action gets informed is an absolutely critical consideration, which we will explore in more depth after we examine the third form of listening.

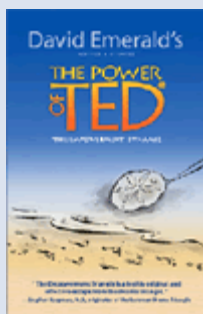
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What People are Saying about TED*:

The following are statements that have been shared on Facebook:

“ I became acquainted with The Power of TED* during a series of online courses leading to a certificate in leadership/management from the University of Notre Dame. TED* has become an integral part of my life. As a manager of a large automotive service department we tap into power of TED* every day, both in our relationships with each other and with our customers.

At home, The Empowerment Dynamic has brought much harmony and balance. We also used the book as a center piece for a Mission Trip this summer with 62 high school students in our youth group. It was amazing to hear the teens sharing their discovery with the congregation upon their return. The Power of TED* has been truly life changing. I am grateful

Listening for Possibility - The third way of listening is listening for possibility, which is the primary way of listening as a Creator, Challenger and Coach. In order to listen for possibility, we must first be able to suspend our assumptions. If we can put on hold our own opinions and the filter of our personal history, we can then listen openly to the perspective, to the experience, to the intention, to the hopes, dreams and frustrations of those with whom we are interacting.

We listen for the new, the novel, and the things that, in fact, may not be consistent with our previous experience. We are asking ourselves, "What *could* this mean?" We must listen to understand others' points of view in order to answer that question. Listening for possibility is not about agreeing or disagreeing, it is about really "getting" what the other person is trying to share. You have the right and responsibility to disagree later - and first it is important to understand them.

Listening for possibility is a deeper, more intimate listening. The focus is not just on the other person. It takes place within the context of the environment and situation. Vision, inspiration and true co-creating begin in listening for possibility.

Informing Our Actions - Being a Creator requires taking action. However, we need to decide what is the most effective and appropriate action to take once we have listened and taken into account all perspectives. It is crucial to consider how we inform ourselves on what is reasonable and appropriate action. If we are in our default way of listening - listening for assessment - our options are merely informed through our assessment filters and our prior experience.

What distinguishes our listening for action is the Orientation we adopt and from which we are taking in the information. In the Victim/Reacting Orientation, we listen for those who agree with us. If they disagree, we see them as a problem to which we must react, refute, or counter. If we have adopted a Creator/Outcome Orientation, we listen in the context of what it is we want to accomplish, suspend our assumptions in order to understand alternative viewpoints - even if, in the end, we do not agree with them.

Listening for possibility opens us to a deeper, more profound way of interacting with our others as Creators, Challengers and Coaches - and leads dramatically increasing the probability of breakthrough action!

Putting TED* into Practice

Over the next 24 hours, monitor how you are listening. Set an alarm, watch, or some other form of timer to remind you every 2 hours to stop and observe how you have been listening. Ask yourself the following questions:



1. In what way(s) have I been listening?
2. What am I listening "for" (assessment; action; possibility)?
3. Have I been filtering my listening through my prior experiences and/or assumptions?
4. How can I challenge myself to listen for possibilities?

beyond words. ”
J.H.

“ Our almost 4-year old granddaughter... loves TED*. She discovered it on the counter a few weeks ago and now it's her favorite bedtime book when she spends the night at our house. We look through the book until she finds one of the sketches and then she begins to tell the story of who is sitting on those benches and what they are doing/saying and who created the footprints and walking stick (almost always family members). She gets most excited when we get to the triangle pages because she knows the letters and then makes up special words to go with them. What a delight! ”
C.W.S.

“ Thanks for such an insightful book. I became engrossed in the Power of Ted in just a few short pages and couldn't put it down. It was a learning and liberating experience for me. It revealed the patterns of behavior we live with without our conscious acceptance. We become victims of the DDT and trapped in the triangle. It helped me to recognize that I was in the triangle and then showed how to make the changes needed to exit the triangle. I hope this valuable book will touch millions of people and help them to be Empowered. ”
J.A.

“ Since I've been aware of TED, it's been fundamental in my journey away from victimhood and towards empowerment. Some of my baby steps forward seem like I'm doing the moonwalk instead, especially during these recessionary times, but I look back and find I've come a long way when I travel the path I create. Gotta go [subscribe to your blog.](#) ”
J.R.

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TED* Sightings

This section features links to people and places where TED* is showing up on the internet and in the world.

- [Seattle Seminar](#): "Discovering The Empowerment Dynamic" 1-day seminar will take place December 1st!
- Updated Website - New Content and Videos! New content and information has been added to our website (www.powerofTED.com). Check out the new "[TED* Tools](#)" and "[Video Vault](#)." And keep coming back to the site, as new content will continue to grow!
- **The Power of TED*** Now Available in all E-book Formats - through [Smashwords](#) and Amazon's [Kindle](#)
- The Facebook Community Continues to Grow - Come join us on the [Power of TED* Fan Page on Facebook!](#) The purpose of the Facebook page is to build an on-line community of those committed to putting TED* into practice. Join a discussion. Start a discussion. Share your thoughts and questions. Keep up on the latest news and developments about the spread of TED*.
- Weekly Blog Postings - The [TED* Thoughts™ Blog](#) is another channel for a growing "collaborative learning community" in which subscribers share their insights and what they are learning through their practice; a place to ask questions of how others are applying TED* in their lives; and a place where we nurture one another in the lifelong process of growth and development. New thought-starters will be added several times each week.

Random Sightings

- Encyclopedia.com: [Video of David Emerald Describing the Persecutor Role](#)
- Finest Quotes: [David Emerald sayings now listed on Finest Quotes](#)
- Book Review: [Read a Review of The Power of TED* by Larisa Golden](#)

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To the Creator in you!

David Emerald

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