

## Co-Active Coaching: Changing Business, Transforming Lives

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### Summary

In *Co-Active Coaching*, the authors describe three levels of listening, with Level 3 (Global Listening) being the deepest and most intuitive. At this level, a listener is fully present and attuned not only to the words being spoken but also to tone, energy, body language, and the larger emotional field. Third-level listening requires empathy, openness, and trust in your intuition to fully understand what is being communicated beyond the surface. This level is key to creating transformative conversations, whether in coaching, leadership, or personal relationships.

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### Top 10 Takeaways on Third-Level Listening (from *Co-Active Coaching* and related teachings)

1. Level 3 Listening is "Global" — you're tuned in to the speaker *and* the environment, including energy shifts and unspoken emotions.
2. It goes beyond words — it captures tone, body language, mood, silence, and emotional undercurrents.
3. At Level 3, you're not formulating your next response — you're fully present, without judgment or agenda.
4. It builds deep trust and psychological safety, because the speaker feels profoundly heard and seen.
5. Practicing Level 3 listening strengthens intuition and emotional intelligence.
6. It enables more effective coaching, mentoring, and leadership, because it taps into what's *really* going on.
7. This level of listening allows you to respond to what's *not* being said, often revealing root issues.
8. It supports transformational change, as people feel safe to explore vulnerabilities and insights.
9. It requires stillness, empathy, and curiosity — not advice, fixes, or control.
10. Developing Level 3 listening is a discipline — it improves with mindfulness and intentional practice.