

Reasons for reductive listening:

- $\circ\;$ you do not like the person;
- o the speaker is inconsistent;
- o what is said is not what you want to hear;
- $\circ\hspace{0.1in}$ you like the person but the information given is not relevant;
- $\circ\;\;$ you (dis)like the organisation the person is working with;
- o the person has a high or low position in the organisation;
- $\circ\;\;$ you may find it difficult to concentrate.