



Teaching Conference for
Management Educators

**OBTC 2017 at Providence College
June 14th – 17th, 2017**

Submission Template

SUBMISSION GUIDANCE

**Submission Template for the
2017 OBTC Teaching Conference for Management Educators**

1) Title, Abstract & Keywords

Mindful listening through ancient Hermetic principles

Good listening is the cornerstone of effective communication. Active listening recommends heeding verbal and non-verbal cues, maintain a neutral stance, be patient and consciously try to understand the message being communicated. Yet, communication continues to unravel more often than otherwise. Ancient Hermetic philosophy and Mindfulness practices claim to refine our outlook on life/reality. By understanding their axioms, we form new insights into inner reality and its manifestation in the physical plane. Drawing from ancient Hermetic Principles, a 360-degree listening practice is presented and demonstrated. The practice takes active listening from an externally engaged process to a deliberate and introspective activity.

Key words: listening, Hermetics, mindfulness, listening, communication

2) Teaching Implications:

The session draws on management literature related to active listening, mindful leadership and communication. Introducing ancient Hermetic teachings will allow the participants to understand their role as both driver and passenger in any given interaction and apply new methods to intentionally and consciously diverge its outcome.

The session encourages the participants to refine their listening skills by adding a new dimension to the active listening process, which is an overlooked inner perspective that all along directed the outcome of all communications. Understanding and mindfully applying the Hermetic Principles will impact our perception of external events and allow a deliberate and purposeful response. The outcome would be an effective and mutually beneficial communication.

3) Session Description and Plan:

The session starts with a review of active listening aspects and mindfulness within a communication framework. It continues by introducing the Hermetic Principles and their application within the same process. Mindful listening practices are reviewed through this Hermetic Principles lens. The session is highly interactive drawing from the participants experiences and interpretations of events where listening is strictly externally focused and automatic. Scenarios will be presented to allow the participants to engage in a 360 degree listening process by being attentive to the other party and the message itself, their inner thoughts and feelings and the words they themselves use. Methods and techniques to sense and divert the conversation towards a desirable outcome will be practiced.

The session is expected to last 60 min.

4) Application to Conference theme:

Some of the sought after topics in the recent management literature are related to leading mindfully, effective communication, engagement and technology. This session addresses this new trend of combining spiritual practices and insights into management and leadership as ways to enrich communication and ultimately improve human relations. Its application is not restricted to higher education, but it applies to individual development that impacts career, family and community. A mindful listener will be not only an effective teacher but also a better parent, manager and neighbor and a good and maybe a new example for future generations.

5) Unique Contribution to OBTC:

This work was not presented anywhere else. In addition to addressing current management topics, it brings ancient philosophy and spiritual practices to give the participants an opportunity to form new insights regarding their role in creating their own reality. The session will stretch their minds and suggest new boundaries and new ways of altering their own listening and communication approach.