



# El Arte Perdido de Escuchar / The Lost Art of Listening (Spanish Edition)

*Michael P. Nichols*

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Nada resulta más inquietante que la sensación de que las personas que tenemos cerca no escuchan realmente lo que queremos decir. Pero, ¿por qué sentimos a menudo que se corta la comunicación incluso con la gente más próxima: familiares, amigos, o colegas? ¿Qué es lo que nos impide escuchar de verdad?

Esta guía inmensamente informativa ofrece un mensaje profundo y esperanzador: podemos aprender a comprendernos y a mejorar nuestras relaciones.

Hablar y escuchar forman una relación única en la que el hablante y el oyente están intercambiando constantemente los papeles y los puntos de vista, y en la que las necesidades de uno compiten con las del otro. Si lo dudas, intenta explicarle a alguien algún problema y fíjate cuánto tarda en interrumpirte para explicarte el suyo, describirte una situación similar o ofrecerte un consejo que, seguramente, será más apropiado para él que para ti.

Michael P. Nichols responde a estas cuestiones con una visión atenta, ingeniosa y sorprendentemente útil de los motivos por los cuales no nos escuchamos unos a otros. Su libro, una guía sobre los secretos para escuchar y ser escuchado, está repleto de vívidos ejemplos que nos demuestran con claridad técnicas de fácil aprendizaje para convertirnos en mejores oyentes. También ilustra de qué forma escuchar con empatía nos permite abrirnos paso a través de malentendidos y conflictos, y transformar nuestras relaciones personales y profesionales.

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