

12 Barriers to Listening

Truth	"I'm right and you're wrong."
Blame	"This is your fault."
Defensiveness	"I must argue and defend myself."
Mistrust	"If I listen to you, you'll take advantage of me."
Denial	"I'm not causing this problem. I'm the victim."
Demandingness (Entitlement)	"I'm entitled to better treatment," or "You ought to think, feel and act the way I expect you to."
Power and Control	"I must keep you in a one-down position." "I must keep you under my thumb or you will stop loving me."
Scapegoating	"You're basically an inadequate, inferior jerk, so why should I listen to you? (Men frequently scapegoat women as nags or bitches, and women frequently scapegoat men as victimizers or as insensitive and unable to express feelings.)"
Competition	"One of us must win and one of us must lose."
Revenge	"I have every right to punish you because of the way you have treated me. You deserve it."
Problems solving	"If we have a problem, we should solve it."
Hidden agenda	"I do not want to get close to you. I intend to keep you at a comfortable distance."