

Enhancing Listening Through the Ontology of Language

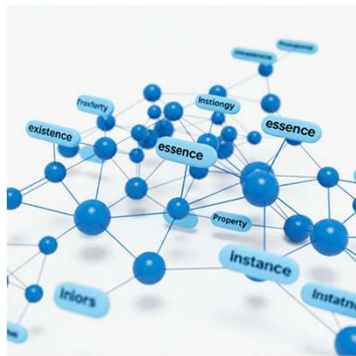
Javier Pérez Fernández
Tallinn 5 April 2025

Ontology

Metaphysical ontology

Parmenides
Socrates
Plato
Aristotle

...



New ontology

Heraclitus
Nietzsche
Heidegger
Rafael Echeverría

...



“They are not listening”

- Available options are restricted.
- How can we influence them?
 - Authority
 - No authority



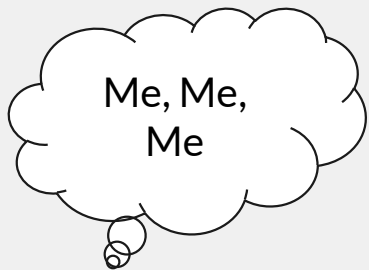
“You are not listening”

- It is not only about not having enabled a constructive conversation.
- You are not considering my position
- Relationship is compromised



3 Levels of listening

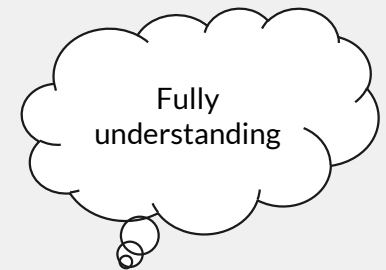
Internal Listening



Focused Listening



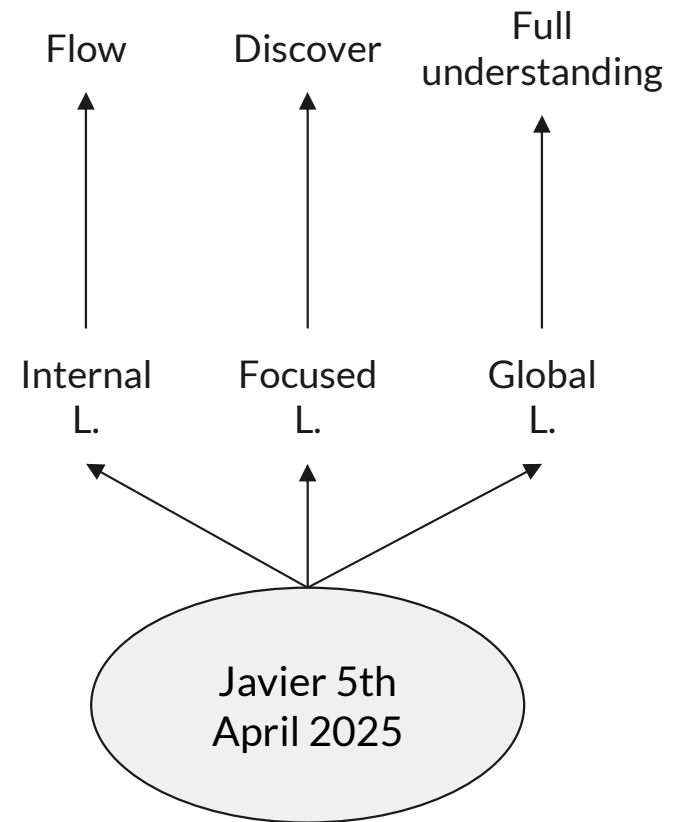
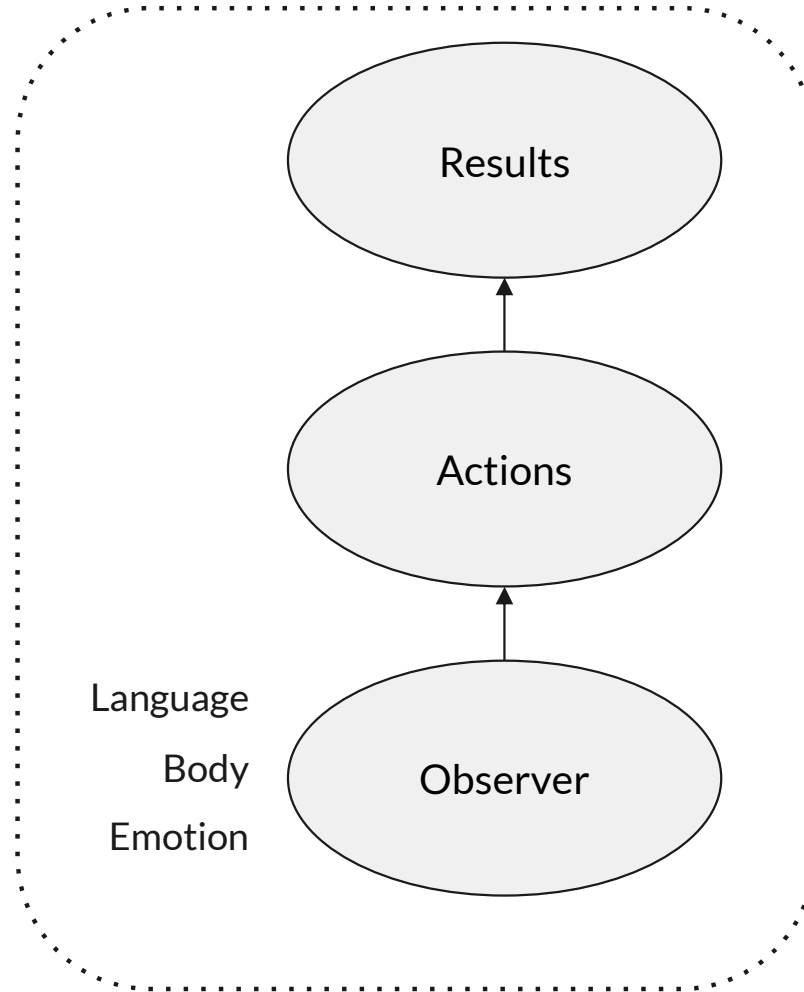
Global Listening



OSAR Model

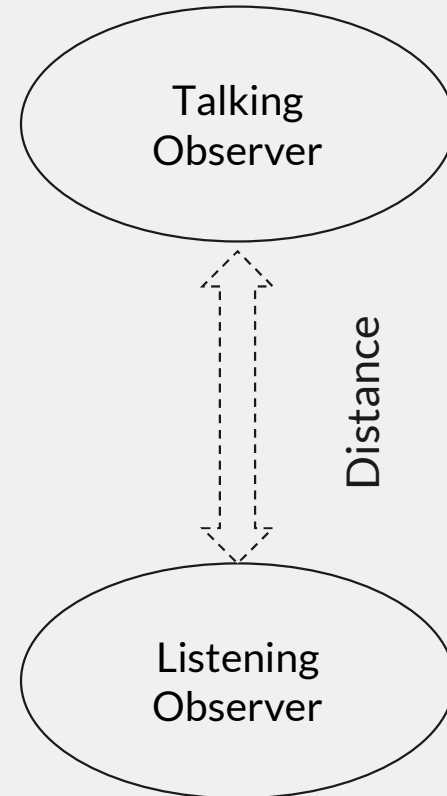
(by Rafael Echeverría)

SYSTEM



“We do not listen to what the other person says, but rather to what we interpret they are saying.”

Rafael Echeverría



Key 1

**EACH OF US INTERPRETS DIFFERENTLY.
THERE WILL BE ALWAYS A GAP
BETWEEN OUR INTERPRETATIONS**

Listening
=
Perception
+
Interpretation

Focus on Perception.

Observation Skills

VIBE - Voice, Information,
Body, Emotions

Environment

Difference between remote and in
person

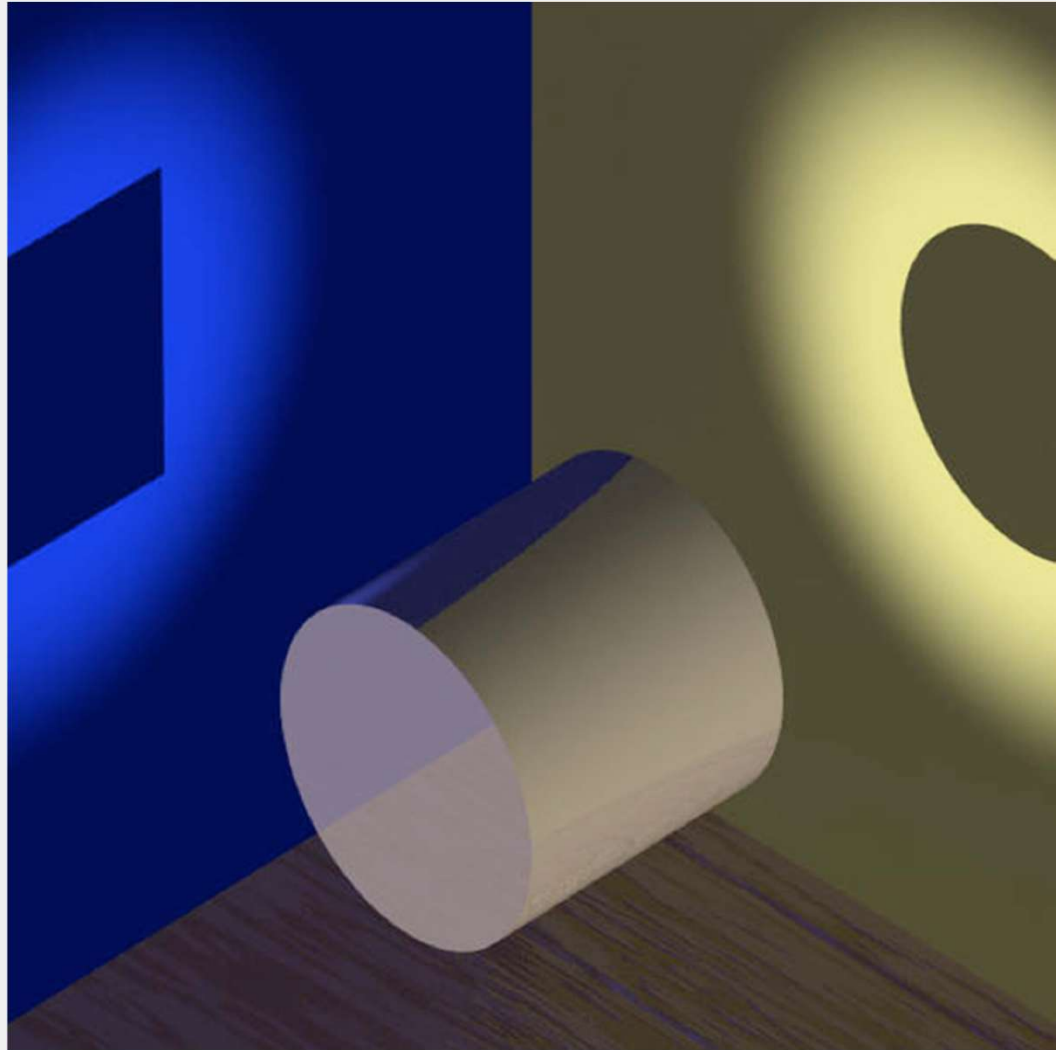
● **BetterChange**



Focus on Interpretation.

We are different observers
We interpret differently

Now we know it,
but maybe they
don't



Key 2

**WE ARE RESPONSIBLE OF THE
LISTENING FROM OTHERS**

Closing interpretation gaps

What can we listen to

- Semantic
- Care
- Coherence
- The Good

Inquire /
Validate

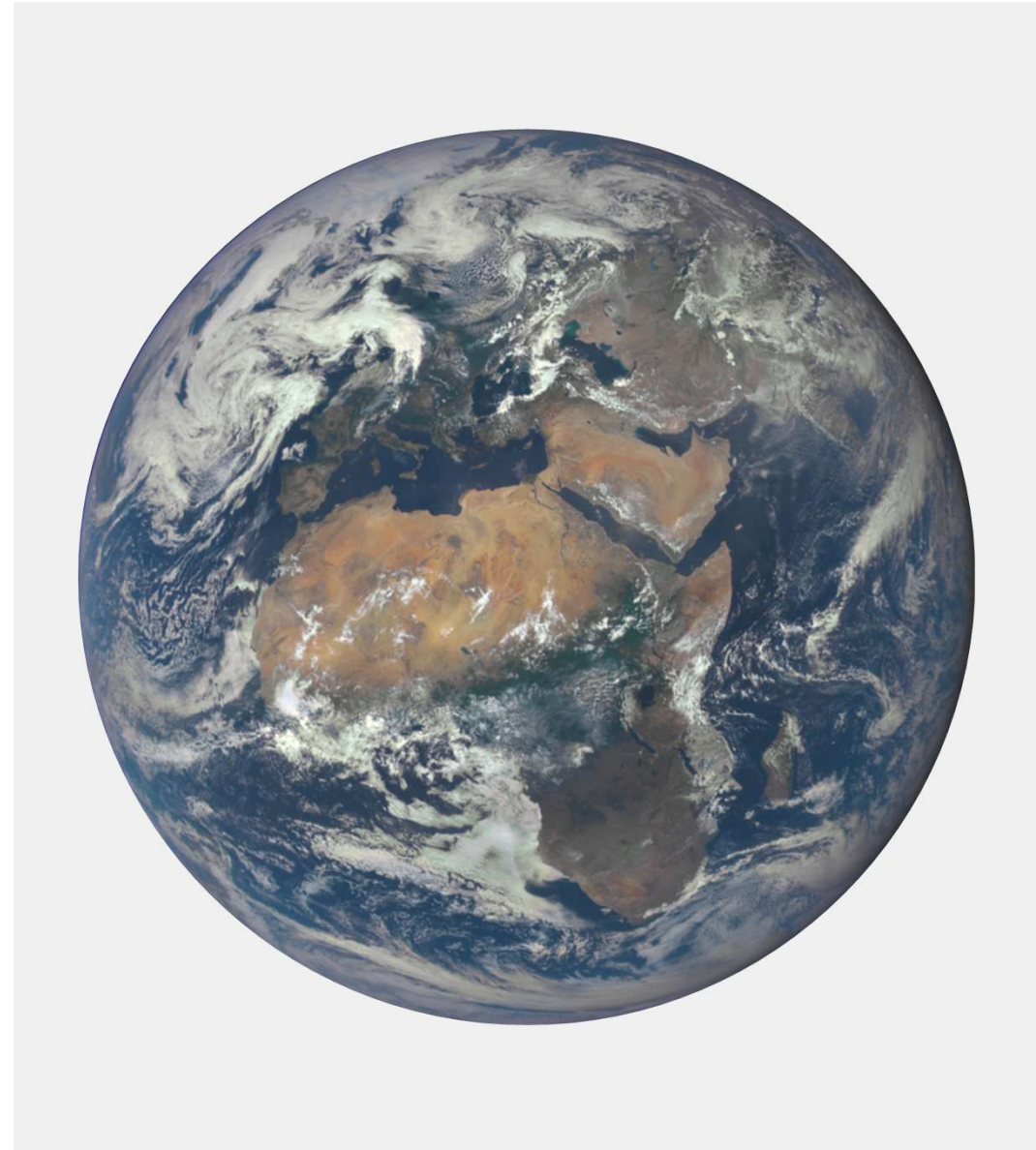


Key 3

**FIRST TALK TO LISTEN
THEN TALK TO PROPOSE**

"If we want to build new realities together, the first step is to accept that none of us holds the absolute truth."

Rafael Echeverría



Key 4

LEGITIMIZE THE OTHER

Listening goes beyond receiving information

It might change our
interpretation of the
world



Key 5

**OPEN YOURSELF TO THE POSSIBILITY
OF BEING TRANSFORMED BY THE
OTHER**



THE FIVE KEYS

**EACH OF US INTERPRETS
DIFFERENTLY.
THERE WILL BE ALWAYS A GAP
BETWEEN OUR INTERPRETATIONS**

**WE ARE RESPONSIBLE OF THE
LISTENING FROM OTHERS**

**FIRST TALK TO LISTEN
THEN TALK TO PROPOSE**

LEGITIMIZING THE OTHER

**OPEN YOURSELF TO THE
POSSIBILITY OF BEING
TRANSFORMED BY THE OTHER**

Now you hold the keys



Thank you

www.javierperez.coach

