



The Listening Advantage

High-Stakes Lessons in Empathic Problem-Solving

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Leaders, decision-makers, and professionals responsible for guiding teams and strategy face a critical performance gap: they excel at data analysis but struggle with empathic insight for problem-solving. Such a disconnect often results in recurring team conflicts, failed change initiatives, and missed market opportunities. These corporate officers frequently wrestle with problems that resist purely analytical solutions because they've never learned to gather the human intelligence that drives optimal decision-making.

In this keynote, drawing on 45 years of life-and-death medical decision-making as an interventional neurologist, Dr. Gomez demonstrates how active listening, the first step in the Behavioral Change Staircase model, transforms leadership effectiveness by creating the empathy, rapport, and influence necessary for breakthrough results. He introduces the audience to a proven framework showing how active listening becomes a competitive advantage, enabling leaders to uncover hidden solutions, prevent crisis escalation, and achieve superior outcomes through empathic reasoning.

TESTIMONIAL

"Dr. Gomez is one of those rare individuals who has developed the ability to communicate effectively, marrying precision with purpose to transform lives."

SEAN C. ORR, MD - PRESIDENT & CEO. NEUROGENESIS, INC.

LEARNING OBJECTIVES

Attendees will master the ability to:

- Use active listening to reveal hidden problems and uncover better solutions.
- Transform resistant stakeholders into collaborators through empathy and rapport.
- Apply "listen first, analyze second" methods to prevent misunderstanding and accelerate action.
- Turn listening insights into strategic advantages that drive performance and trust.

REFERENCES

James E. Stidham.

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Keynote Speaker