



PROGRAM MATERIALS

Program #3662

March 30, 2026

Listening Is the Lawyering Skill No One Taught You, But You Can Learn

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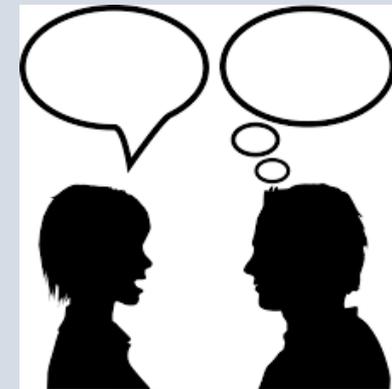
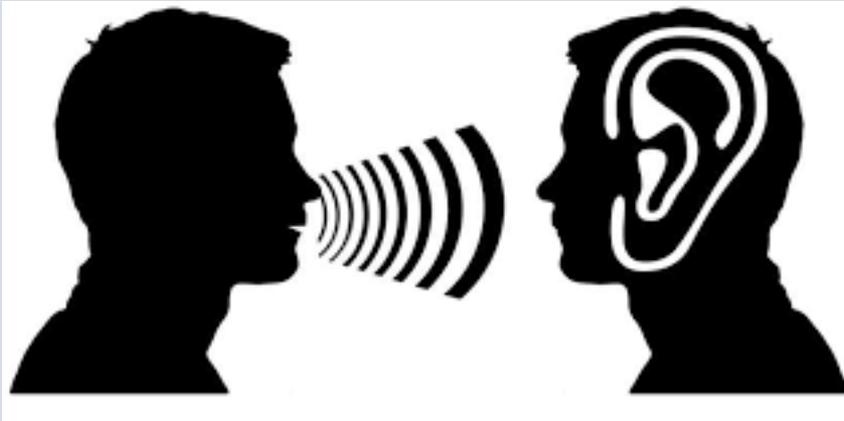
- **Kar Munoz, Esq. - Roaring Grace**

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LISTENING IS THE LAWYERING SKILL NO ONE TAUGHT YOU, BUT YOU CAN LEARN



Karen Munoz, Esq.
Candidate Masters Counseling Psychology

WHY LISTENING IN LAW?

AN ESSENTIAL SKILL OF
COMMUNICATION IS ACTUALLY
LISTENING;

SPECIFICALLY:

ACTIVE LISTENING.





IT IS A FOUNDATIONAL LAWYERING SKILL

Directly impacts client trust, case outcomes, professional reputation, and our own satisfaction in the work.

DIRECTLY IMPACTS CLIENT INTERACTIONS

Assumptions

Communication style clashes

Rapport Building



WHY LAWYERS STRUGGLE TO LISTEN (AND WHY THAT'S NORMAL)

COMMON REASONS

Trained to think
ahead; adversarial
system

Issue
spotting

Preparing reply

Thinking of
solutions

**HOW OFTEN ARE YOU
LISTENING TO RESPOND
RATHER THAN LISTENING TO
UNDERSTAND?**



WHAT LISTENING IN LAW ACTUALLY IS (AND IS NOT)

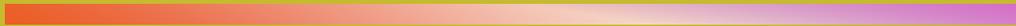
4 LEVELS OF LISTENING

Content

Emotion

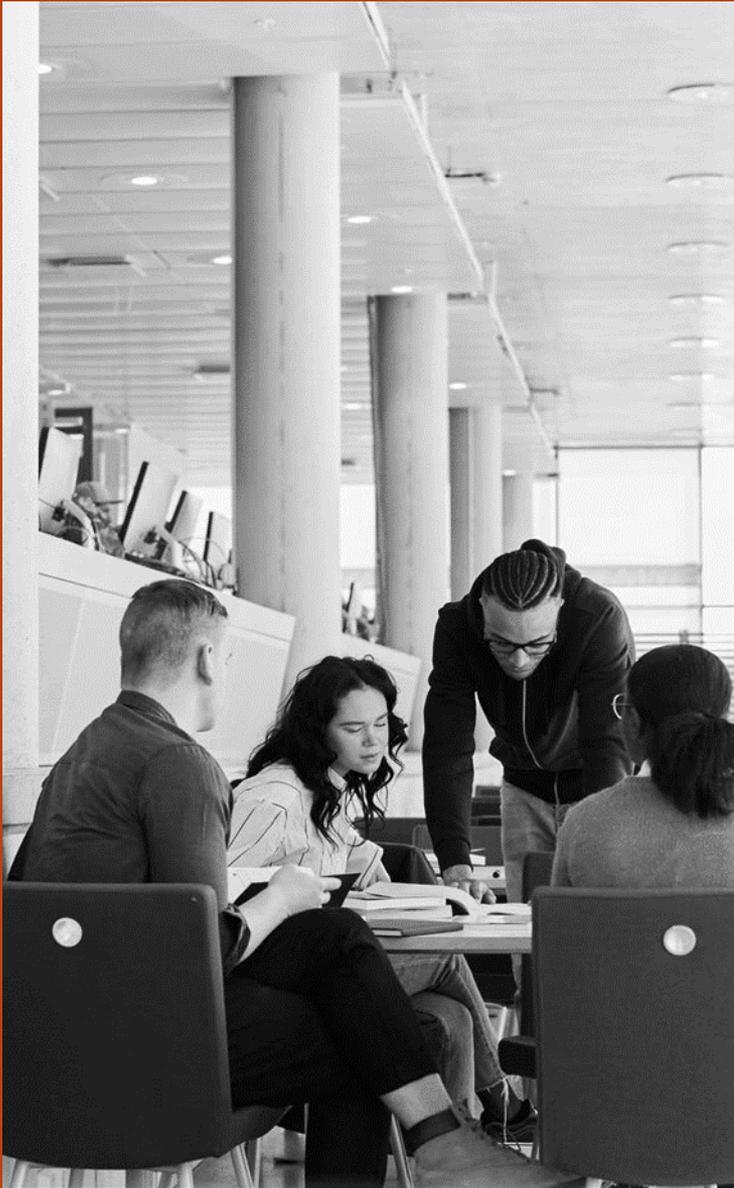
Meaning

Unspoken





**Practical Listening Tools Lawyers Can
Use (anytime)**



TOOLS

Pause

Reflect

Be curious

LISTENING FOR EMOTION, FEAR, AND VALUES



DIFFICULT OR CHARGED CONVERSATIONS



Professional Impact & Sustainability



THANK YOU!
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