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Take Time to Listen

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Cornhusker Economics

Cooperative Extension

Institute of Agriculture & Natural Resources
Department of Agricultural Economics
University of Nebraska – Lincoln

Take Time to Listen

Market Report	Yr Ago	4 Wks Ago	9/17/99
<u>Livestock and Products,</u>			
<u>Average Prices for Week Ending</u>			
Slaughter Steers, Ch. 204, 1100-1300 lb Omaha, cwt.	\$58.63	\$65.45	\$66.41
Feeder Steers, Med. Frame, 600-650 lb Dodge City, KS, cwt.	70.13	79.00	86.65
Feeder Steers, Med. Frame 600-650 lb, Nebraska Auction Wght. Avg.	*	*	89.54
Carcass Price, Ch. 1-3, 550-700 lb Cent. US, Equiv. Index Value, cwt.	93.75	102.76	105.03
Hogs, US 1-2, 220-230 lb Sioux Falls, SD, cwt.	31.85	36.00	32.25
Feeder Pigs, US 1-2, 40-45 lb Sioux Falls, SD, hd.	*	*	20.22
Vacuum Packed Pork Loins, Wholesale, 13-19 lb, 1/4" Trim, Cent. US, cwt.	101.70	105.94	100.25
Slaughter Lambs, Ch. & Pr., 115-125 lb Sioux Falls, SD, cwt.	67.88	85.38	72.88
Carcass Lambs, Ch. & Pr., 1-4, 55-65 lb FOB Midwest, cwt.	165.00	182.00	169.00
<u>Crops,</u>			
<u>Cash Truck Prices for Date Shown</u>			
Wheat, No. 1, H.W. Omaha, bu.	2.61	2.76	2.90
Corn, No. 2, Yellow Omaha, bu.	1.64	1.60	1.64
Soybeans, No. 1, Yellow Omaha, bu.	4.96	4.24	4.47
Grain Sorghum, No. 2, Yellow Kansas City, cwt.	2.91	3.06	2.80
Oats, No. 2, Heavy Sioux City, IA, bu.	*	1.11	1.07
<u>Hay,</u>			
<u>First Day of Week Pile Prices</u>			
Alfalfa, Sm. Square, RFV 150 or better Platte Valley, ton.	*	86.00	92.50
Alfalfa, Lg. Round, Good Northeast Nebraska, ton.	50.00	*	32.50
Prairie, Sm. Square, Good Northeast Nebraska, ton.	70.00	57.50	*
* No market.			

Harvest is one of those times when it's the best and worst of times on a family farm. The anticipation of harvesting your crops is always a highlight for families, the stress of actually getting it done can be overwhelming. One of the things family members can do to make harvest less stressful is to take time to listen to each other. Good communication between family members can make harvest one of the best times. Especially if you know exactly what part you need for the combine. Here are a few tips to help you become a better listener:

✓ **Focus on what the family member is saying.** Many times when someone is speaking we begin forming a reply before they even finish their thoughts. We get so wrapped up in what we are going to say as soon as they take a breath, that we miss half of what is being said. Concentrate on what the person is saying. This will keep your mind from skipping ahead to your reply.

✓ **Don't jump to conclusions.** Jumping to a conclusion when we hear something we disagree with is a large barrier to listening. The automatic judgments that we make on an idea or a person turns our brains off and we refuse to listen to anything else that is said on the subject. When we have an open mind throughout the conversation we will hear ideas and views that will broaden our perspective.

✓ **Listen with your heart.** By using our hearts we see past the words to the emotions that are motivating them. What is the reason behind this conversation? Fear, unhappiness, joy, frustration, support and love



are emotions that tell us more than the words. They express the true feelings of the person speaking. Tuning into the other person's emotions helps us to better understand what is being said.

✓ ***Be patient.*** Listen to the complete idea of the person speaking. The hardest job of a listener is not interrupting a person or trying to assist them in completing their thoughts. The speaker is the only one who knows what they are going to say. By talking over a person, we are telling that person that what they have to say is not important, which in turn tells them that they are not important. Our response to a person will be more appropriate when we have let them complete their thoughts.

✓ ***Take steps to understand what is being said.*** Numerous conflicts in families can be avoided by making sure that each person understands what has been said and how it was received. Asking questions to clarify what you have just heard gives the person the opportunity to agree or correct the assessment that you have made. Conflicts begin when a person perceives something that was not meant by the other person. By checking back with each other, families can keep misunderstandings to a minimum.

✓ ***Respect.*** Show respect to the person who is speaking by giving them your full attention. By listening to a person and considering their ideas fairly, you benefit from their ideas and perspective. You also

their views without the fear of being shunned. A person is more likely to accept a decision that they may not completely agree with if their point of view has been heard and considered.

✓ ***Take time to listen.*** True conversation is where there is a sharing of ideas, an acceptance of differing viewpoints and collaboration on a decision. This process takes time. In the hectic schedules of the day there is very little time for true conversation. Conflicts arise when we assume that everyone agrees, but we have not taken the time to check it out. A regularly scheduled family business meeting to discuss and listen to family members views and ideas is essential in running a family business. Decision making takes time. A family business needs to recognize the value of setting aside time to listen to each other. Even during this very busy time of harvest, it is important to set aside time for a meeting. In this meeting you can discuss what needs to be done in the upcoming week and who will take responsibility for the action.

During this harvest season take time to enjoy the beauty around you and listen to your family. These two things will help make harvest the best of times, instead of the worst of times.

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build an atmosphere for family members to share