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**The Self Improvement Show  
Archives Available  
August 7th 2014: Shutting Up!**

Listening is an art practiced by way too few. Some of us, rather than listen, plan what we are going to say when it's our turn to speak so we don't really know what was said. On the flip side, we all know people who talk, and talk and talk but really don't say anything. They seem to be in love with the sound of their own voice and no one else has a chance to respond or speak. Like in everything else there should be a balance between speaking and listening. Eric Wagner addresses this for young managers who seem to want to cover up their insecurities by over-talking. His recently released book,

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#### Featured Guest



#### Eric Wagner

Eric Wagner is a founding partner of MindNest LLC, a technology incubator in Phoenix, Arizona. Prior to that, he was Chief Technology Officer for Pearson Digital Learning, where he led the development of numerous software products.

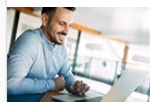
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