



Kate Murphy

Topics

Common Reads/FYE, Communication, Culture and Society, Education and Parenting, Health and Wellness, Journalism, Science and Technology

Travels From

Texas

Bio

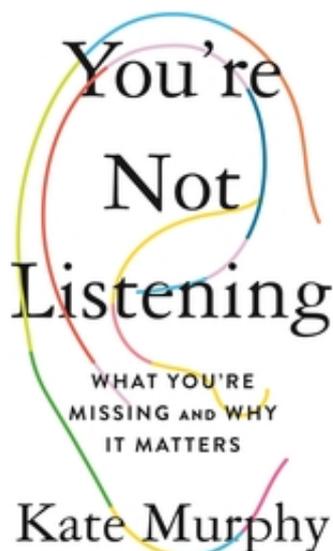
Kate Murphy is a Houston, Texas-based journalist who has written for the *New York Times*, *The Economist*, Agence France-Presse, and *Texas Monthly*. Her eclectic and widely shared pieces have explored an extraordinary range of topics including health, technology, science, design, art, aviation, business, finance, fashion, dining, travel, and real estate. Kate is known for her fresh and accessible way of explaining complex subjects, particularly the science behind human interactions, helping readers understand why people behave the way they do. She also holds a commercial pilot's license, which she puts to good use when called upon to report from remote locations.

SPEECHES

You're Not Listening Listening is something we all do (or don't do) every day. How well we listen, to

whom and under what circumstances determines who we are and the paths we take in life. It is fundamental to any successful relationship-personal and professional.

BOOKS



Hardcover

[You're Not Listening](#) What You're Missing and Why It Matters

Celadon Books

When was the last time you listened to someone, or someone *really* listened to you? In this always illuminating and often humorous deep dive, Murphy explains why we're not listening, what it's doing to us, and how we can reverse the trend. She makes accessible the psychology, neuroscience, and sociology of listening while also introducing us to some of the best listeners out there (including a CIA agent, focus group moderator, bartender, radio producer, and top furniture salesman). Equal parts cultural observation, scientific exploration, and rousing call to action that's full of practical advice, *You're Not Listening* is to listening what Susan

Cain's *Quiet* was to introversion. It's time to stop talking and start listening.

REVIEWS: "Kate Murphy's book offers a fresh teaching approach for adult learners on the subject of listening. I am so appreciative for her willingness to bring her experience to benefit our group of new leaders. Her candid, funny and approachable style was a welcome change from a typical lecture style leadership skill development workshop. Thanks to everyone at MacMillian Publishing for helping me make this event happen. I recommend Kate's book as a refreshing alternative learning approach to an important leadership skill."

-Donna D'Alessandro, Training and Development Coordinator, *Union County Government*

"It was absolutely brilliant! Our CMOs found Kate's talk very insightful and practical. They were really thrilled with the fresh perspective and keen observations."

- The Tata Group

Praise for *You're Not Listening* "If you're like most people, you don't listen as often or as well as you'd like. There's no one better qualified than a talented journalist to introduce you to the right mindset and skillset—and this book does it with science and humor."

-Adam Grant, #1 *New York Times* bestselling author of *Originals* and *Give and Take*

"*You're Not Listening* is an essential book for our times. How well we listen determines how we love, learn, and connect with one another, and in this moment when we need to hear and be heard more than ever, this thought-provoking and engaging book shows us how."

-Lori Gottlieb, *New York Times* bestselling author of *Maybe You Should Talk to Someone*

"I was instantly hooked by Kate Murphy's simple but profound argument--that although listening is the foundation of communication, innovation, growth, and love, few of us really know how to do it properly, or where to even start. *You're Not Listening* is a captivating and enlightening book that provides readers with a road map on how to listen and why it is so important to how we connect, work, and live."

-Kim Scott, *New York Times* bestselling author of *Radical Candor*

"This lively book makes an impassioned plea for listening--an instructive and thought-provoking book that will help readers think about the way they frame questions and responses to forge intimacy."

-*Financial Times*

"Fiercely topical...*You're Not Listening* is an intriguing and constructive take on the problem...and a manual for better communication. Murphy's book is intelligent and thought-provoking.... Listening is when someone take a real interest in who you are...a moment of attunement and understanding that sticks in both heads. We could all do with some of that."

-*The Times* (London)

"It's time for a spot of re-education.... A fascinating guide to something we assume we do automatically, yet for the most part do very badly.... The art of listening is really the art of being human."

-The Guardian

"In an age when technology has made it easier than ever before to talk with each other, we've paradoxically become worse at listening. Fortunately, we have Kate Murphy to teach us how to reclaim this crucial skill. This book changed the way I think about communicating with the people who matter to me."

-Cal Newport, New York Times bestselling author of Deep Work and Digital Minimalism

"With concrete advice and a wealth of guidelines, readers will come away with tips for a better approach, one that can be exceptionally useful, whether in the boardroom or at home. In an era dominated by incessant broadcasting and attention-seeking behavior on social media, listening offers both a salve and a solution."

-Booklist

"From communication researchers to general audiences, this informative and well-documented book will prod readers to reexamine the way they listen to others, individually and collectively, and to consider the many negative repercussions of not doing so."

-Library Journal

"The premise of this book couldn't be more timely... inspiringly profound... Smart and playful... It feels like a reiteration of something essential... Murphy is here to remind us – entertainingly and compellingly – exactly why it matters so much, especially right now. Hear, hear."

-The Observer

"Kate Murphy... has pinpointed an uneasy truth in her new book: we may be great at leading the conversations, but perhaps not so much being on the receiving end of them."

-Independent.ie