

Listening Remains a Leadership Superpower in Dentistry

Effective leaders in dentistry know that real influence does not begin with speaking. It starts with genuine listening. In mentoring, team development, and building referral relationships, this skill consistently drives stronger outcomes.

A clear framework captures why listening carries such power:

L.I.S.T.E.N.

Learn – Listening reveals others perspectives, needs, and ideas. It leads to smarter decisions and shows that their input truly matters.

Inspire – People who feel heard become more motivated and engaged. Active listening signals respect and lifts overall morale.

Support – Giving full attention validates concerns and creates a safe environment for open communication.

Trust – Consistent, authentic listening builds confidence. Colleagues and partners share more freely when they know their voice will be heard.

Empathize – Understanding the emotions behind the words strengthens relationships and allows for more compassionate responses.

Navigate – Strong listening helps uncover hidden issues, clarify nuances, and guide complex situations toward practical resolution.

In clinical settings and professional collaborations, those who master listening see better team performance, smoother partnerships, and higher acceptance of comprehensive care. The same principle applies in patient conversations, where feeling understood builds deeper trust.

Anyone can put this into practice right away. In the next conversation with a colleague, referring doctor, or patient focus first on listening and notice what changes.

Listening is never passive. For committed leaders, it becomes one of the most effective tools for excellence in dentistry.

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