

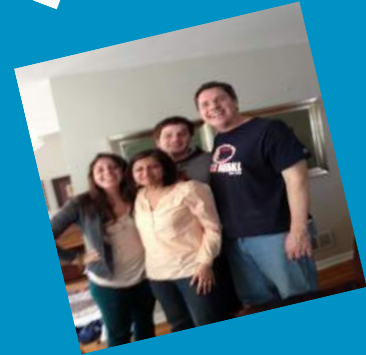
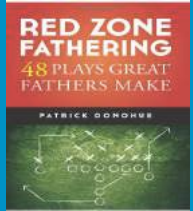


# **How Successful People Respond to Disappointment, Defeat & Rejection**

**October 30, 2018**

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# About Your Presenter...



# 3 Bs to Success

- Be present
- Be reflective
- Be open

# Success

- How do I define Success?
- What does the path of success look like?
- What happens if I get bumped off the path?

# Success

# How do you define success?

# How do I define success?

**Success =**

Fully going for it, even when you don't know the outcome.

## **Key Questions**

- Was I physically ready?
- Was I mentally ready?
- Was I emotionally ready?
- Did I give full effort throughout?

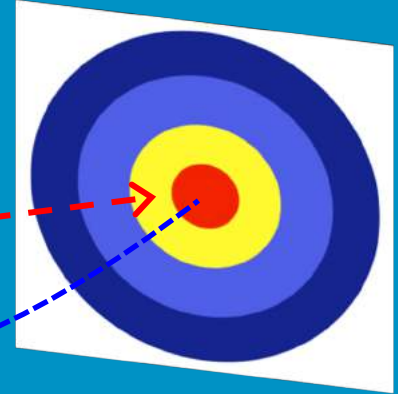
# The Story of Ram Baseball



# Success

What does the path of Success  
look like?

# Path to Success



*Illusory Path to Success*

*Typical Path of Success*

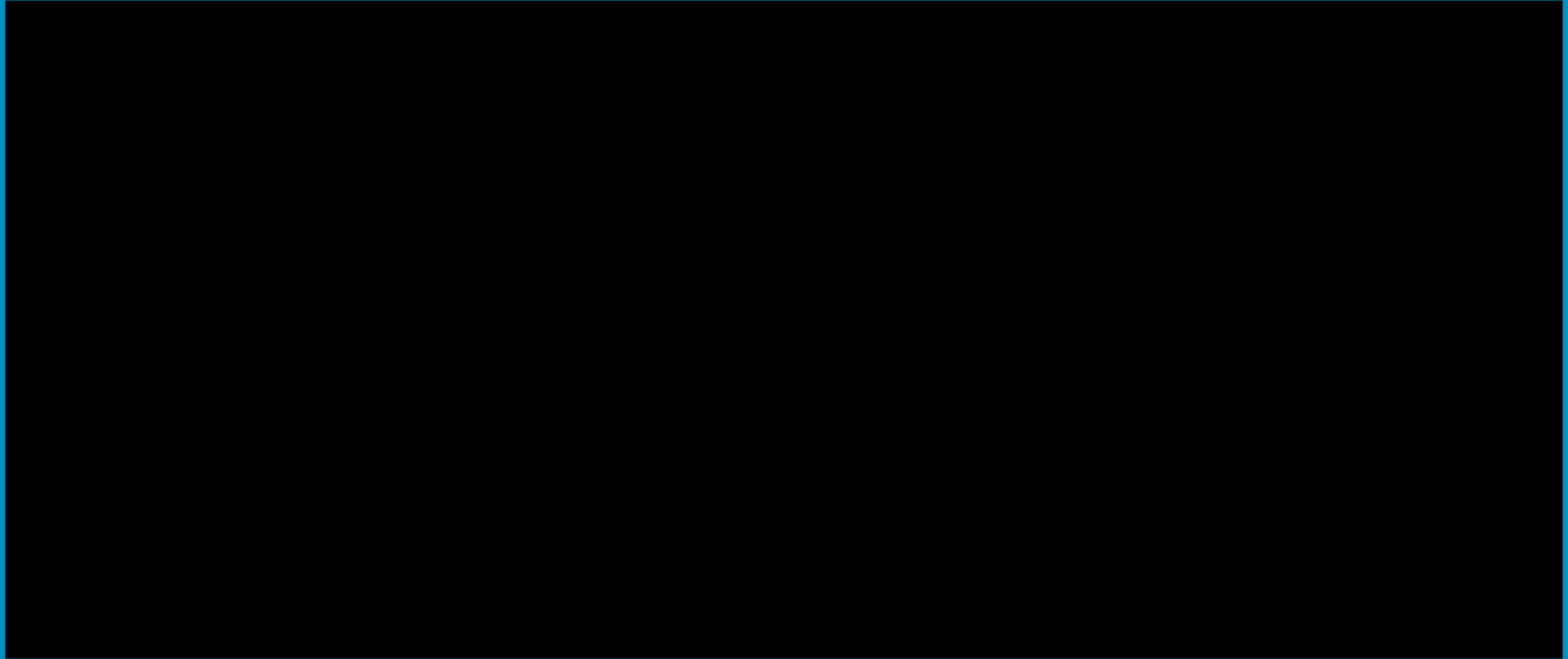


Discouragement, Quitting

# The Growth Mindset believes...

- Basic qualities can be cultivated through effort
- Significant improvement is possible
- Life is a learning experience
- The journey is more important than the outcome
- Setbacks are part of the process
- Challenges are exciting

# The Race



# Growth Messages

I cannot fail, I  
can only learn  
and grow.

All great  
champions  
are comeback  
artists.

# The Fixed Mindset

# Two Fixed Mindset Students

Low Effort Syndrome



Perfectionist



*perfectionism*

# Two Fixed Mindset Students

## Low Effort Syndrome



- Stung by past failures
- Tend to give up easily
- Avoid new challenges

# Catastrophizing

I did poorly  
on the test.

I will never  
understand  
this stuff.

I might get a bad  
grade.

I will have to take  
summer school.

# Praising Effort vs Ability

- “You are so smart.”
  - Decreases motivation
  - Failure creates an identity crisis.
  - Less likely to risk new challenges.
  - More likely to lie in order to keep “smart” status
- “I love your effort.”
  - Increases motivation
  - Failure simply demands an increase in effort.
  - Challenges are seen as opportunities to grow
  - More likely to challenge stereotypes.



# What Creates Perfectionism?

An Environment that is...

- Hypercritical
- High Pressure
- Invalidating



*perfectionism*

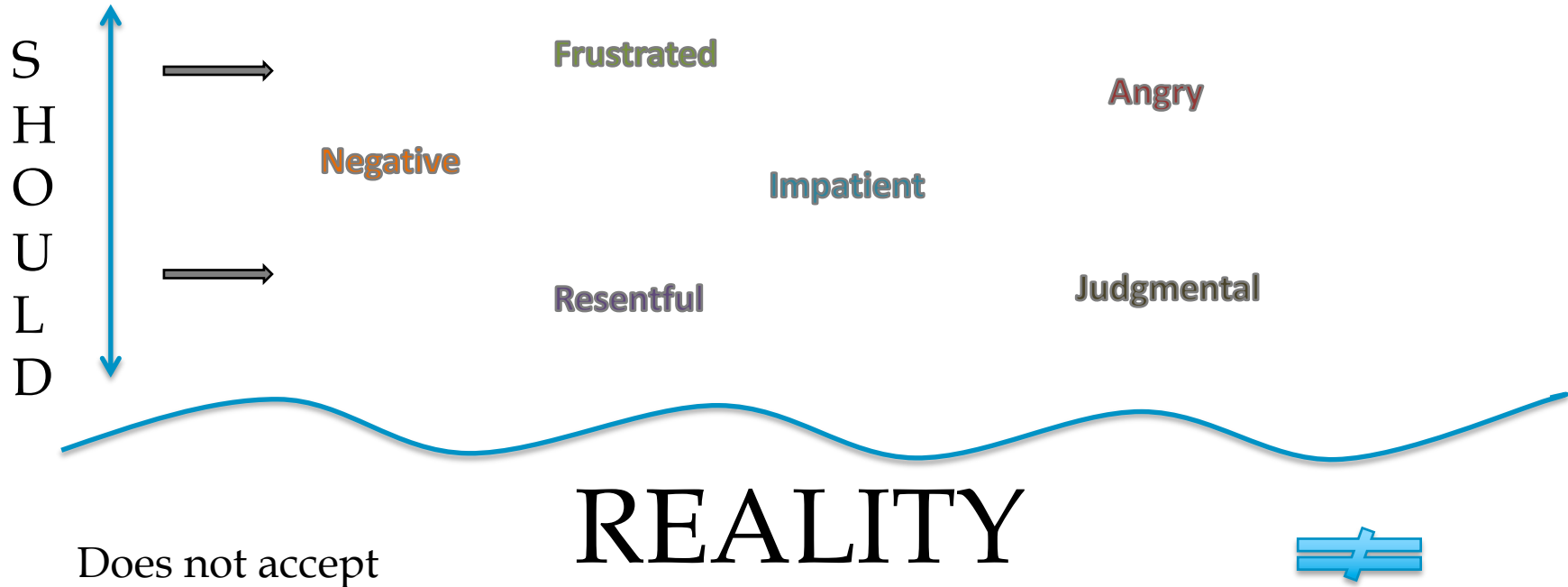
“Perfectionism becomes the psychological self-defense strategy that creates more problems than it solves.”

# What are Perfectionists like?

- They live for success and depend on it for meaning.
- Talented, ambitious, successful, driven
- Intensely self-scrutinizing & self-critical
- Insist on being “right”
- Like to be in “control”
- Express anger & hypercriticism towards others
- Preoccupied with outcomes



# IDEAL

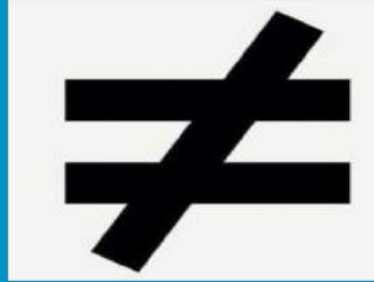


# Failing vs Being a Failure

## Event



- Flunked the Driver's Test
- Got cut from the team
- Did not get the part in the play
- She said "No" to the dance
- Got a poor grade



## Identity



- "I am worthless.
- "I am stupid."
- "I am a bad person"
- "I am a screw up."
- "Nothing ever works out."

# Success

What happens if I get bumped off  
the path?

# Expect Three Crises per School Year

- A Difficult Course
- Friendship drama
- Clash with a teacher or coach
- Disappointment in role or position
- Romantic stuff

# Leadership

Think of a time  
when you faced  
significant  
disappointment.



**“Successful people face disappointment and rejection head on.”**

-Patrick Donohue

Disappointment



Rejection

## Reaction

## Internal Dialog

## Long-Term

### Denial

...I don't care  
...Doesn't really matter  
...It's no big deal

- Play it cautious
- Avoid further chances to be hurt
- Low simmering anger

### Anger

...I have been wronged  
...Who should I blame?  
...This is unfair!

- Can develop identity of a victim
- Explosive rage

### Avoid

...I will deal with this later  
...I don't want the hassle

- Negative feeling of self worth
- Avoid future conflict
- Procrastination

### Facing It

...What can I learn from  
what happened?  
...How can I move forward?

- Strength is built as emotions,  
thoughts and actions trampoline  
forward



# 3 Questions to Ask when things go wrong...

- What happened?
- What can I learn from it?
- What is the way forward?

# 4 Keys to Responding Well

- Be a Detective— ask good questions
- Grab a Hand – let others support you
- Catch the Wave – see disequilibrium as opportunity
- Use a Telescope – keep things in perspective

# Be a Detective – the story of Beth



# Detectives

## Do not

- Assume there is one explanation
- Blame themselves or others
- Catastrophize

## Do

- Stay curious
- Put their ego on the sideline
- Assume multiple factors are in play

# Grab a Hand – let others help



# Hands Up Leaders

## Do not

- Assume they are the only ones who can help
- Isolate because of shame
- Feel like needing help is weakness

## Do

- Ask for help
- Remember that storms are temporary
- Assume positive intent from others

# Catch the Wave -Shaan's story



# Wave Catchers

## Do not

- Sink into victim mode
- Engage All or Nothing thinking
- Get locked on one path to success

## Do

- Keep their head up
- Stay focused on larger direction
- Assume new openings are coming

# Use a Telescope – see the future



# Telescopers

## Do not

- Assume things will always be this painful
- Ruminates on pain
- Withdraw

## Do

- Stay focused on the future
- Learn lessons and move on
- Stay engaged

# **Be a Coach**

# Coaching Skills



Concept	Definition
Strong Questions	Open ended questions without a “yes” or “no” answer
Acknowledging	Recognizing the importance of something, (nodding, uh huh, physical touch)
Validating	Demonstrates support for feelings (It’s understandable you feel that way)
Understanding Body Language	Open is positive and accepting, Closed is angry or anxious

**Motivate Me!**  
**Change Me!**

# Three Keys to Motivation

## Autonomy



## Mastery



## Meaning



How can you use these concepts?

# Thank You!!!

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# Today is Really Great!

