

Overcoming Rejections

Facilitator: Faizullah



About me

- Faizullah
- 2020 Graduating Cohort
- Participated in various experiential learning programmes
- Currently a Trainee

Activity (10 min)

- **Choose 1 question** from the next slide
- **Ask one of your tablemates** the question
- **If the respondent says yes/agrees, they must stick to their word.**
- **Repeat the question/choose another** question and ask another person;
take turns
- **Calculate how many ‘yes’ and ‘no’** responses you get; **take note of other**
kinds of responses you get
- May want to continue the conversation by asking “Why”, both as the
questioner and as the respondent

Questions

Ask to borrow/buy someone's jacket	Can I follow you on Facebook/Instagram? (no LinkedIn)	Ask someone to recite the National Pledge
Get someone to treat you to a drink from Starbucks later	Can I drink from your waterbottle?	Ask someone to give you a gift
Ask someone to call your parents/spouse and tell them to throw away the washing machine	Ask someone with a cup of coffee if you can buy their coffee	Ask someone to sing a Birthday song for you
Ask to buy someone's phone cover	Ask someone to dance	Give \$5 to someone
Challenge someone to a staring contest	Ask if you can buy phone charger/portable battery?	Exchange secrets
Ask someone if you can call their parents	Ask someone for a compliment	Hire someone on the spot
Ask someone to sing	Ask someone to call their friend and ask to borrow their phone	Ask someone to tell you an embarrassing story



OR <http://bit.ly/fquestions>

Reflection

- How many rejections?
- How did you feel when you asked a question?
- How did you feel when you were rejected?
- How did you feel when someone else asked you a question?



Rejection Therapy

Social self-help game where being rejected by another person or group is the sole winning condition.



[TedTalk – “What I learned from 100 days of rejection | Jia Jiang”](#)



Reflection

- How many of you asked “Why?”
- How many of you stated your doubts?
E.g. “This is a weird question”
- Collected information?



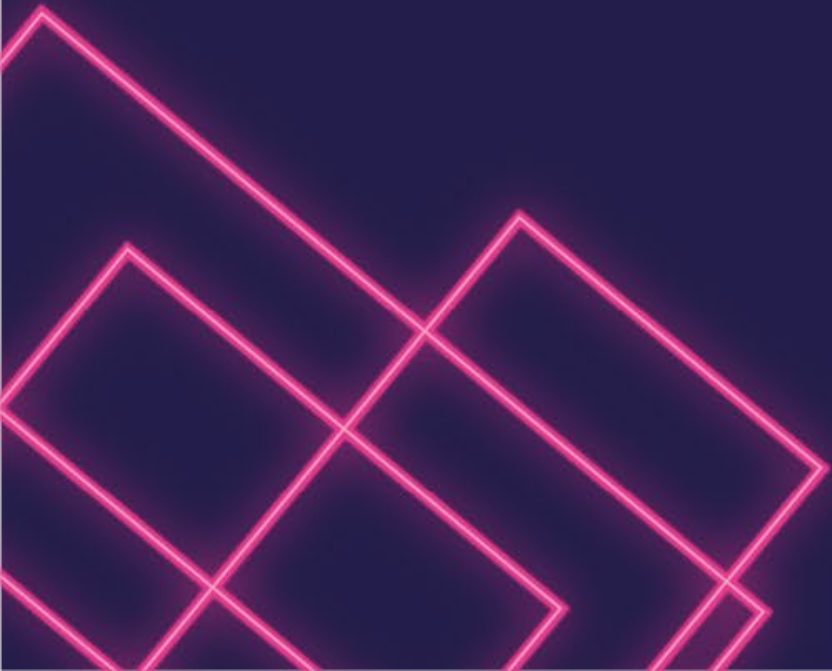
Importance of rejection

- Customer Validation
- Lean approach
- Novel solutions
- Ability to face rejections is key
- Impact Startup Challenge in SEA / China

My experience



THANK YOU



Any questions?

