

🕒 2021.03.28

# Rejection Proof: How I Beat Fear and Became Invincible by Jia Jiang

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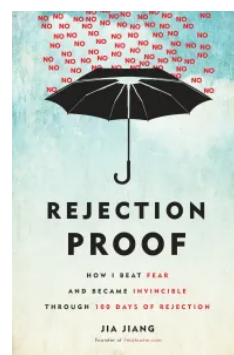
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Category: Negotiation

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**Why:** I, too, get rejected, and it hurts.

**Goal:** learn a way to get fewer rejections per request.



**Action:** Ask Why They Rejected Your Request.

## 3 Key Concepts

1. Rejection is situational.
2. Learn from no, why they rejected your request.
3. Ask the right person at the right place and for the time.

## Summary

I relate several aspects from the book. Jia started his journey of 100-day rejection therapy as a dare to himself. It turned out to be useful for others that share the same fear. WasuBlog also started as a dare to learn from 100 business books in 6 months and see if it helps my business succeed.

Maybe, there are people out there who struggle to get their business up and going like me.

In Rejection Proof, Jia wrote lessons from each rejection he faced. Below are some concepts that I personally resonate with. I hope some of them become reminders to deal better with rejections.

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## Rejection is an opinion.

It depends on the context: culture, psychological factors, etc. Jia claimed there is no universal rejection or acceptance. So do not take it in absolute terms.

**Switch up, don't give up.** Before quitting, step back and make the same request to a different person, in a different environment, under a different circumstance.

“ You might see the theme here. One increases a yes ratio by planning who to ask, where to ask, and when to ask.

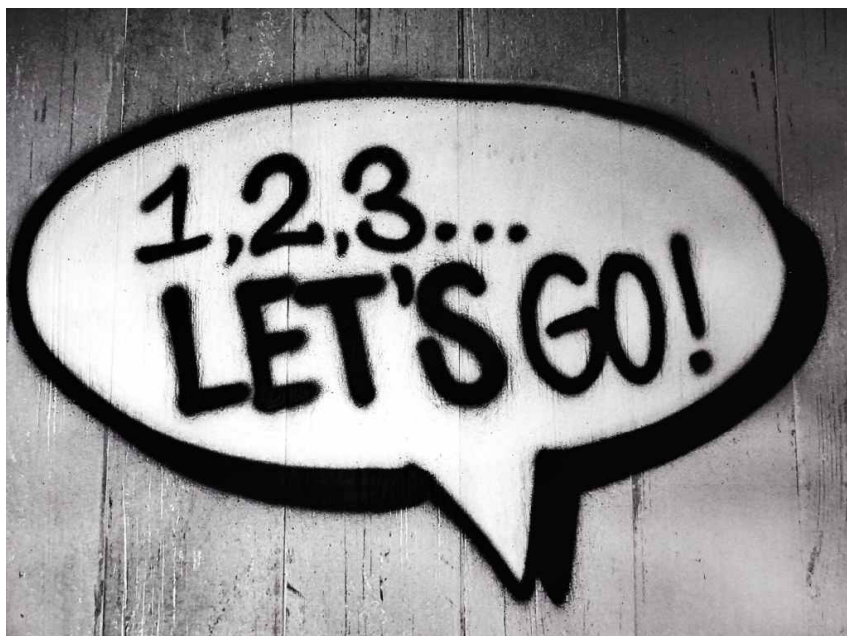
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## Take no gracefully.

One must learn from mistakes. For example, rejection is a failure, and one ought to learn why it happened.

**Hold your ground and ask Why before goodbye.** It reveals the underlying reason and might even present an opportunity to overcome their arguments and obtain yes!

**Rejection has a number.** Every time you go through rejection and learn, you take one step closer to a 'yes.'



1,2,3 blah blah blah



## On the other hand

When you reject somebody, be direct and give them an honest reason. Bonus – giving them alternatives, and you might have yourself a fan even by saying no.

If there is one lesson I take from this book, it is detaching from the result.

Many factors are affecting the outcome of a particular request. Focus on what you can control, such as our effort to ask the right person at the right place and time.

**Goal check:** I learned to have a more realistic attitude to getting NO.

### Wasu's Review

( 3.5 / 5.0 )

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**Bonus:** One tactic I've heard is first asking a big favor, then a real favor. The point is to let a person denies your request. It frees them from the feeling of being forced. See more on this in the book *Never Split the Difference* by Voss and Raz. There, the author discusses in depth how to negotiate.

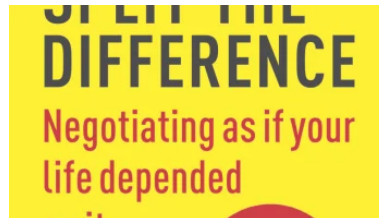
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