

How to Fend Off Rejection

By Martha Newman, J.D., October 11, 2011



3 Ways to Defend Yourself Against Rejection

Rejection is a tough pill to swallow, but it is inevitable in the business world. Living in fear of rejection is something many people do. They play it safe, never speaking up or putting their ideas out there. Unfortunately, in an effort to save themselves pain, these people are doing more harm to themselves than good.

How?

Little risk means little reward.

The key is to think about rejection in a entirely different light.

Here are three ways to defend yourself against rejection, soothe the pain - and make you braver.

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1. Expect it.

Anticipate rejection. It's as simple as that.

This will challenge you to set a high benchmark to what you do and force you to push forward. And, if rejection does arise, you'll be able to handle it better because you already prepared for it.

Do your best, while preparing to handle the worst.

2. Maintain control.

There are two focuses of control in life — external focus, which refers to anything outside our sphere of influence, such as our environment, colleagues, and society. Internal focus refers to what's within our sphere of influence — our thoughts, feelings, actions, behaviors, etc. Most people will adopt a high external focus of control in the face of rejection, which serves absolutely no purpose other than to feel down about yourself. Not only that, you're also relinquishing your power to others.

The best way to handle rejection is to maintain your focus of control. Focus on the things you can take action on.

3. Understand rejection is progression.

Contrary to popular belief, rejection is progression, not a step backward. Rejection is actually a step forward to knowing what people want, what's out there in reality, and how to improve ourselves to achieve our goals. Rejection is actually your partner in growth.

Rejection is nothing to be afraid of. It **does not mean** you have failed. It **does not mean** everything you have done has been a complete waste of time. **It means it's time to move forward - onward and upward!**

Adapted from article [How to Be Rejection Proof](#) by Jessica Stillman.

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