

Resistance, Fear, and Failure Questionnaire

Instructions:

Rate your agreement with each statement below using the following scale: Be honest—this is about self-awareness, not perfection.

- 1 = Never** (0% of the time)
- 2 = Rarely** (less than 25%)
- 3 = Sometimes** (about 50%)
- 4 = Often** (about 75%)
- 5 = Always** (100%)

Section 1: Resistance

1.	I delay reaching out to prospects even when I know I should.	
2.	I second-guess my scripts or offers before hitting "send."	
3.	I avoid following up if I expect they might say "no."	
4.	I feel tension in my body before initiating cold calls.	
5.	I rehearse excessively instead of taking real action.	
6.	I find reasons to "prepare more" rather than engage directly.	
7.	I interpret silence from clients as a form of rejection.	
8.	I pull back when I sense hesitancy in a buyer.	
9.	I tell myself I'm "not ready" even when I am.	

Section 2: Fear

10.	I worry people will see me as pushy or manipulative.	
11.	I fear sounding unqualified or unsure during a conversation.	
12.	I avoid situations that could expose me to judgment.	
13.	I fear being rejected more than I value being accepted.	
14.	I worry that each "no" defines my ability to sell.	
15.	I dread entering conversations where objections might arise.	
16.	I hold back ideas because I'm afraid they'll be dismissed.	
17.	I compare myself negatively to more experienced sellers.	
18.	I fear looking unprepared—even if I am.	

Section 3: Failure

19.	I view losing a sale as a personal failure.	
20.	I replay failed conversations in my head long after they're over.	
21.	I feel like quitting after a string of rejections.	
22.	I rarely take time to review what I learned from a loss.	
23.	I over-personalize outcomes beyond my control.	
24.	I avoid setting bold goals to avoid failing publicly.	
25.	I struggle to see failure as part of the growth process.	

Scoring

Add up your total score

Score Range Interpretation (Total Possible Score: 24–120)

24–48 Strong Growth Mindset – You consistently view intelligence, talent, and success as qualities that can be developed. You embrace learning, effort, and resilience. Challenges fuel your development. Setbacks only strengthen your commitment to progress. You celebrate others' wins without self-doubt. You likely embody the mindset of a lifelong learner.

Proactive Suggestions

- Stretch Your Comfort Zone: Seek opportunities that intimidate you a little. You've built the mental resilience to push further—now's the time to trust it.
- Mentor or Model: Help others cultivate their growth mindset. Teaching and modeling reinforce your own beliefs and can challenge them in new ways.
- Refine Self-Talk: Even with a strong growth mindset, subtle perfectionism can creep in. Listen for "I should already know this" and replace it with "This is part of the process."

Reflection

- What risks am I avoiding because I assume I should already be good at them?
- In what ways can I make space for others to grow, even if their process looks different than mine?

49–72 Moderate Growth Mindset – You're actively building resilience and adaptive strategies. You generally believe in personal growth, but there may be specific areas (such as handling failure or staying engaged) where fixed mindset patterns sneak in under stress or uncertainty. Reflect on areas where doubt arises and use them as opportunities to strengthen your mindset.

Proactive Suggestions

- Name Your Triggers: Pinpoint when doubt surfaces. Is it public failure, comparison, or unclear feedback? Awareness is the first lever for change.
- Use Process Anchors: Keep a journal of learning moments, feedback received, and challenges embraced. Tangible evidence trains your brain to trust effort over outcome.
- Practice Micro-Reframes: When you catch a fixed thought (“I can’t do this”), try a 1-degree shift (“I’m still learning this”). Small reframes stack big results.

Reflection

- In what situations do I trust growth in others but question it in myself?
- What fear is hiding behind my hesitation to engage fully?

73–96 Mixed Mindset – *You recognize the value of growth, but your views may shift depending on the context. You likely believe in growth for others but may hold back belief in your own capacity at times. Identifying these blocks can help you develop a stronger commitment to self-improvement. Developing greater consistency in your approach to effort, feedback, and setbacks will deepen your growth mindset.*

Proactive Suggestions

- Develop Growth Rituals: Use pre-task affirmations or post-task reflections to prime your mindset. “This challenge grows my adaptability” is a great cognitive cue.
- Unpack Fixed Narratives: Identify inherited or internalized beliefs like “I’m just not good at...” and challenge their origin and truth.
- Gamify Feedback: Turn critique into data points. Score your reaction (1–5) to negative feedback and track over time—watch resilience rise.

Reflection

- Where do I allow others grace to grow that I deny myself?
- Which fixed stories about me feel outdated—but comfortable?

97–120 Fixed Mindset Tendencies – *You may currently see abilities and intelligence as mostly innate or unchangeable. Setbacks may feel like personal limitations rather than opportunities for growth. But the good news is awareness is the first catalyst for change. With intentional reflection and practice, you can shift toward a growth mindset, strengthening your ability to embrace learning and adaptability. By using this insight, you’re already laying the foundation for transformation.*

Proactive Suggestions

- Catch the Absolutes: Watch for “never,” “always,” “can’t.” These words lock the mind. Replace with “not yet,” “learning to,” or “with support.”

- Start with Strengths: Identify an area where you have grown (a skill, habit, or trait). Mine that process, what made the shift possible?
- Celebrate Effort Publicly: Share wins tied to effort, not just results. “I stuck with it even when it was frustrating” rewrites self-worth.

Reflection

- What belief about my ability has held me back the longest—and what proof do I have to question it?
- If I could change one thing about how I grow, where would I start?