

Failure as an integral part of each
organization

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Failure is something natural



Failure is the next step to success



Michael Jordan

6 Time NBA Champion,
5 Time NBA MVP, &
4Time NBA All-Star

Fear of failure - reasons

- Painful, traumatic life experiences
 - Previous failures
 - Lack of self confidence
 - Insufficient skills
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Fear of failure - symptoms

- Unwillingness to try something new
 - Unwillingness to challenges
 - Postponing something until a later time
 - Excessive anxiety
 - Perfectionism
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Fear of failure - self-reflection

- Difficult self-criticism
 - Established way of thinking
 - Egoism
 - Stubbornness
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Set goals to overcome your fear of failure

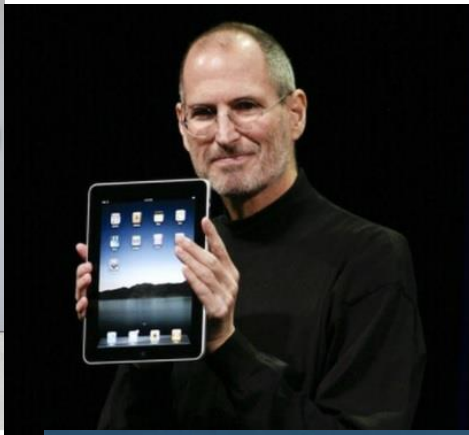
S.M.A.R.T.

- Specific
 - Measurable
 - Achievable
 - Relevant
 - Time-bound
-

Set goals to overcome your fear of failure

- Visualization
 - Small steps
 - Pursuing goals slowly
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Everyone, without exception, suffers failures



Your comfort zone – Magic happens here !





"Failure is an opportunity to grow"

GROWTH MINDSET

"I can learn to do anything I want"

"Challenges help me to grow"

"My effort and attitude determine my abilities"

"Feedback is constructive"

"I am inspired by the success of others"

"I like to try new things"

"Failure is the limit of my abilities"

FIXED MINDSET

"I'm either good at it or I'm not"

"My abilities are unchanging"

"I don't like to be challenged"

"I can either do it, or I can't"

"My potential is predetermined"

"When I'm frustrated, I give up"

"Feedback and criticism are personal"

"I stick to what I know"

Openness to improve own skills

- Commitment to self-improvement
 - Each situation is a learning opportunity
 - Active searching for further development and learning opportunities
 - Having high expectations, having ambitious goals
 - Having an ability to face up to failure and fear of failure
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We are self-confident again

- Courage to learn
- Creative look at problems
- Do something... anything!
- You act like a “child”, you regain your imagination.

Practice, practice, practice...

- Practice and experience builds self-confidence
- “Success and failure shape us to a much greater extent than medicine and genetics” - dr. Ian Robertson, The Winner Effect: The Neuroscience of Success and Failure

Winner effect

- Biology

Strong > weak

- Affects success

Strong: more concentrated, more self-confident, more aggressive, wiser, bolder, braver.

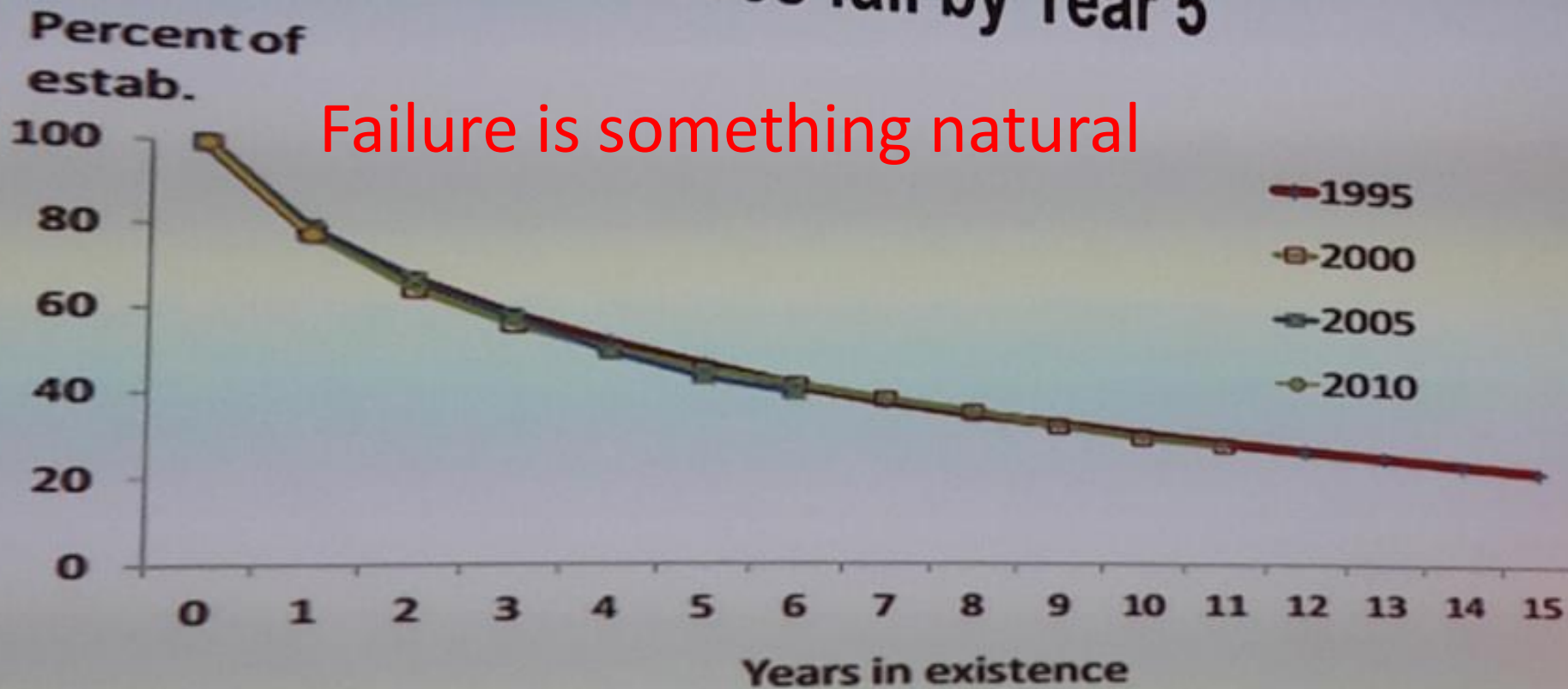


Achieving business successes

- Exact identification of the problem; then, it is possible to solve it
 - Having an ability to assess own actions and activities on the market
 - Focusing on the client
 - Identify and solve the next problems
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Porażka jest naturalna

- 20% of new businesses fail in Year 1
- 50% of businesses fail by Year 5



Source: Bureau of Labor Statistics, Business Employment Dynamics.

Success visualization

- Set goals and write them down on a piece of paper
 - ✓ long-term goals
 - ✓ short-term goals
 - Regularly, check their implementation level in specified periods of time
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Personal success

- Create a habit - 3 days of doing or not doing something ...
 - Habits >> Routine >> Achievements
 - Achievements >> Change
 - Process of change is difficult; we encounter obstacles and disruptions
 - Significant change
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Everyone has a plan, until getting the first punch in the face



Mike Tyson

Każdy ma jakiś plan, do pierwszego trafienia w twarz

Determination

Questions:
