



# BOOK CLUB GUIDE

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# DISCUSSION QUESTIONS

1

## MAKE STRONG FIRST IMPRESSIONS

- 0. What about first impressions are especially meaningful in your career (or desired career)?
- 0. Do you feel like your 'real self' when meeting new people? What conditions help you to feel like that?
- 0. What do you think of the author's idea of Dog Code? How could you picture using it and with whom?
- 0. Could you relate to the author's story about missing the mark with an audience (pitching a project to the CEO)?
- 0. How do you like to introduce yourself during a round of intros? What might you try differently next time? (Example: name, title, and translating your impact into simple, non-technical language)
- 0. Name one way you can get to know an audience you address better before meeting them.
- 0. What do you think of the concept of "meet people where they are"? How could you see applying it?

2

## CREATE BELONGING WHEREVER YOU GO

- 0. Can you relate to the author's struggle to find a sense of belonging? Is there a time when you felt that you didn't belong?
- 0. What are some ways you like to help other people feel seen and included?
- 0. Name one way you can "share the power" in a situation, particularly with someone less established.
- 0. Have you ever relegated yourself to the "kids table"?
- 0. Think of one way you could advocate for someone at work who is overlooked.
- 0. Why is cultural humility important in your organization or industry?

# DISCUSSION QUESTIONS

3

## REBALANCE POWER DYNAMICS

- 0. Can you name a time when you felt diminished? How can you stay focused and present in a situation like that?
- 0. Do you have a habit of apologizing? What's a verbal swap you could use?
- 0. What's your reaction to a "resting neutral face"? How might you use it?
- 0. Do you agree with the author that you should assume that power dynamics are always present and need rebalancing?
- 0. What's a comeback that you'll rely on when dealing with an invasive question?
- 0. How might you handle a serial interrupter on your team who cuts off your teammate?
- 0. Who do you tend to feel most comfortable asking for feedback? Could you expand that circle?

4

## RELEASE OVERDOING, OVERTHINKING & OVEREXPLAINING

- 0. Can you relate to the author's struggle to find a sense of belonging? Is there a time when you felt that you didn't Release Overdoing, Overthinking and Overexplaining
- 0. Do you have a habit of taking on more than you can handle?
- 0. Do you agree with the author that overdoing is noxious to your confidence?
- 0. Name one way you can develop your self-trust. How could you inspire self-trust in someone else?
- 0. Consider the author's tips to stop overthinking. Which one would work for you?
- 0. What do you think about the author's concept of being a victim vs. a creator?
- 0. Can you think of any limit or boundary you have that may need strengthening?

# DISCUSSION QUESTIONS

5

## NEGOTIATE YOUR SUCCESS

- 0. Can you relate to the author's story about college finances or negotiating when you felt desperate?
- 0. What did you learn about negotiating that you didn't know before?
- 0. Does the concept of LARA (Listen, Affirm, Respond, Ask Questions) feel authentic to you? Think of a situation where you could use LARA.
- 0. Why is silence so powerful in "asking" situations?
- 0. Consider the "Red Shoes or Gray Shoes" technique of limiting choices. How could you use this when fielding requests?
- 0. "Don't tell yourself no before they do". How do you combat this dynamic?
- 0. What advice would you give someone who's about to negotiate salary?

6

## HARNESS HIGH STAKES MOMENTS

- 0. What is a high stakes moment you found yourself in?
- 0. Do you agree with the author that you should assume everyone is awkward?
- 0. Have you ever visualized a high-stakes moment playing out ideally for you? What was that experience like?
- 0. Do you agree with Selena's concept of "doing it afraid"? When have you done this?
- 0. Have you ever been put on the spot with a difficult question and froze? How could you use a technique from the book to manage it differently next time?
- 0. What advice might you give a coworker on confidently speaking to a VIP?



# DISCUSSION QUESTIONS

7

## OVERCOME TOXIC PEOPLE & CULTURES

- 0. Can you relate to Selena's story about having a toxic boss? And in turn, becoming a little toxic herself?
- 0. What's one way to keep your dignity and self-respect when dealing with a toxic person/environment?
- 0. What do you think about the idea of stress contagion at work? Is energy matching a good thing or a bad thing?
- 0. Think of a physical feel-good that you can use next time to aid in a stressful situation.
- 0. Consider the author's concept of "the container". What would you put inside and cover with a lid?
- 0. What is one way you can be an ally to a newcomer?

8

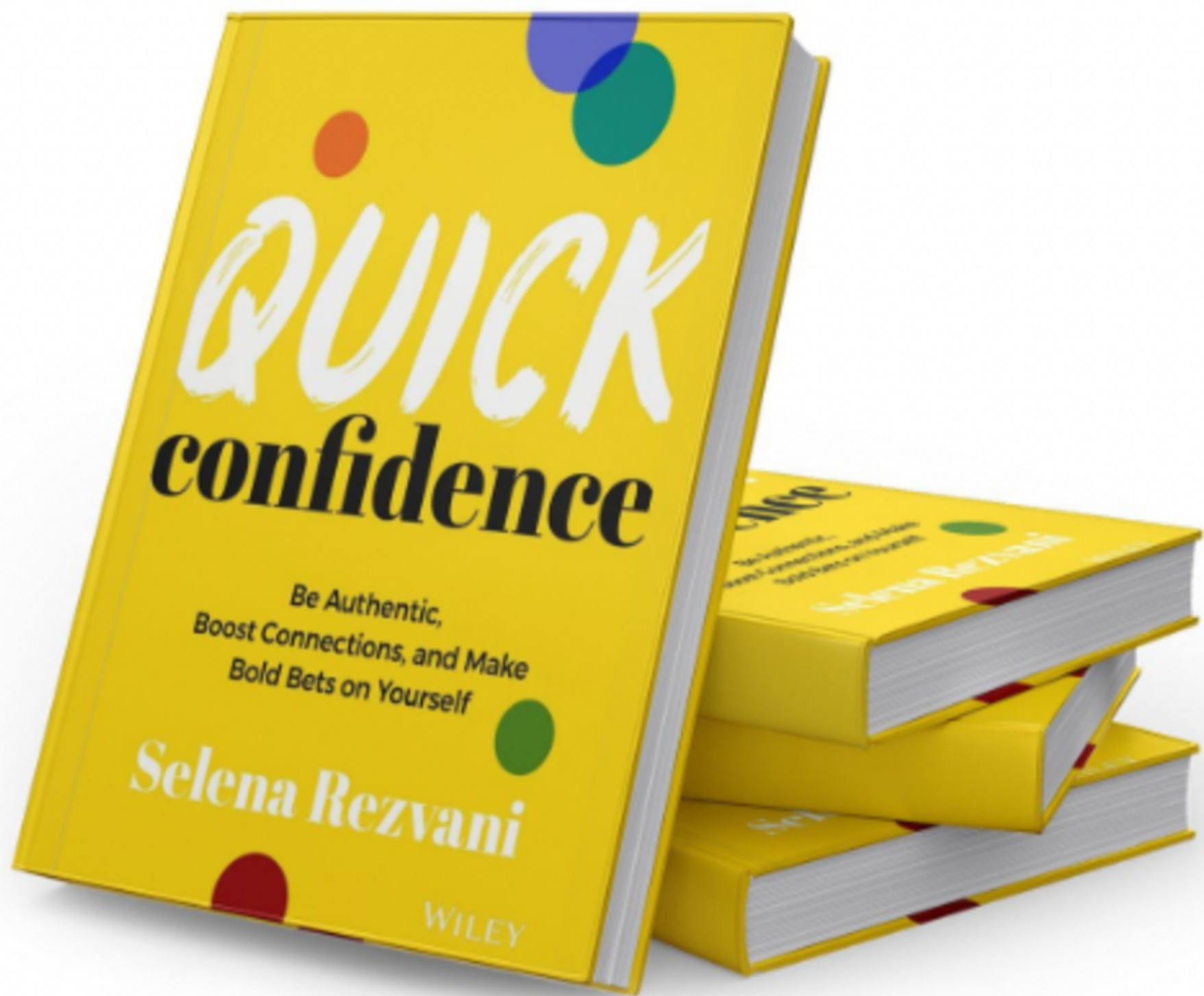
## RISE ABOVE FAILS & SETBACKS

- 0. Do you agree with Selena that pushing through fear is how you gain confidence?
- 0. In an interview or important meeting, how could you handle being in the yellow zone?
- 0. How could you improve at shrugging off small scale fails?
- 0. How would you help a close colleague let go of a failure?
- 0. Did you know about the "just like me" exercise before reading this chapter? What's your reaction to it?
- 0. What's a past failure you could forgive yourself for?

9

## SCALE YOUR CONFIDENCE

- 0. What do you think of managing energy as though you have a set budget to spend to each day?
- 0. Have you ever "failed forward" (learned/grew through a fail)?
- 0. Why do you think keeping promises to yourself is so key?
- 0. How could savoring your wins make an impact in your life?
- 0. What is a top "anti-goal" of yours?
- 0. How can you be a 'confidence mentor' to someone else?



# QUICK confidence

Be Authentic,  
Boost Connections, and Make  
Bold Bets on Yourself

Selena Rezvani

WILEY