

# TOP 10 FEEDBACK SEEKING MISTAKES

*the reasons we don't get a "signal"*

10.	<b>DON'T BURST MY BUBBLE:</b> "the team worked so hard on this" ...
9.	<b>PLAYING THE SYMPATHY CARD:</b> "I stayed up all night."
8.	Use as a <b>SURVEY TOOL:</b> "I don't know what to do, so give me feedback" – a POV will a get reaction, a survey gets apathy
7.	<b>ECHO CHAMBER OF BS:</b> seeking from same few people
6.	<b>INTENSE vs CONSISTENT:</b> if you rarely seek, you'll rarely get
5.	Don't <b>ACKNOWLEDGE FEEDBACK</b> given: impacts future seeking. You can quickly build a brand on not really wanting it
4.	<b>SHARE CONCLUSION ONLY:</b> here's the answer vs. this is how I got to this answer
3.	<b>POLISHED PRODUCT vs ROUGH PROTOTYPE:</b> giving signals of being the expert vs. the learner. Using jargon is a verbal equivalent ...
2.	<b>ARGUE &amp; JUSTIFY:</b> seeking to be understood vs. seeking to understand. Ex: "you don't understand, let me explain ..."
1.	<b>LYING, HIDING, FAKING:</b> fear of looking bad ... only sharing the partial truth

