

Student Prompt

- We will engage in an icebreaker/interview/introduction exercise in which you and a classmate will interview each other. The first part of this exercise involves a little preparation and self-assessment. Based on the attached article by Tim Herrera, [Do You Keep a Failure Résumé_ Here's Why You Should Start](#), please prepare and bring to class a brief "Failure Resume," the substance of which (**but not the document itself**) will be shared with a classmate.
- On your failure resume you could compile (for example only): (a) schools for which you applied and were rejected, (b) jobs for which you applied and were rejected, (c) jobs from which you were terminated or at which you were just really bad, (d) skills you failed to master, (e) talents you do not possess, or (f) sporting or other competitions in which you competed did not win.
- If helpful, you can consult this example "[CV of Failures](#)" by Johannes Haushofer, Assistant Professor of Psychology and Public Affairs at Princeton.
- You and a classmate will partner up and interview each other based on your failure resumes, then introduce each other to the class based on that interview.
- You do not have to show your failure resume to your partner or anyone else, unless you want to do that. You do not have to offer any information that you do not want to offer, even if directly asked.
- SUVC Faculty will prepare their own failure resumes and interview each other, sharing the results with the class. In the session, I will share my own failure resume as a visual aid, which is ample.

Ice Breaker/ Failure Resume Exercise
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Run of Show

- Intro - 5 minutes
 - Be nice. Not everyone **loves** talking about their own failures.
 - Reminder: You don't have to share anything you don't want to share, even if directly asked.
 - You have 10 minutes to interview; You have *just three* minutes to introduce your partner.
- Interviews - 10-15 minutes
- Introductions
 - 3 minutes for each faculty member - 6 minutes
 - 3 minutes for each student x 12 - 36 minutes
- Wrapup - Until end

Discussion Questions

- How did it feel?
- In preparing the failure resume, did you hold anything back? Why or why not?
- What does it feel like when someone else introduces you?
 - How did they take care of you and you of them?
- What did you learn from your colleagues' failures?
 - Did this exercise equalize you all to each other more than the typical resume-based interview does?
- Do the failures matter?
 - Do you have control over what happens next in your life?
 - Especially, whether you succeed or fail?
- Why did we do this?
 - It can show that there's more commonality in failure than in success.
 - Failure happens, it can happen a lot more often than success, and it happens to everybody.
 - Failure humanizes us all. Oftentimes our failures are better stories or more illuminative than our successes.
 - Failure is part of life: recognize it, don't try to mask it or hide it. Processing failure leads to wellness and balance.
 - Failure is endemic to entrepreneurship and your clients' lives.
 - How many of our clients will still be in business in one year?
 - In five years?
 - The interviewing aspect of the assignment is important practice in talking with another person about difficult experiences in their life and telling their story to others with positivity, empathy, and compassion.
 - This is a critical skill for an attorney, especially a transactional attorney, and one working with entrepreneurs.