

The Let Them Theory - Quiz

- For the following 53 questions, please select the best answer according to the book *The Let Them Theory* and author Mel Robbins.
- You will need a score of 80% to pass and receive CEU credit. You will have 3 attempts to pass. If you do not pass an attempt, use the same link and start the quiz again.
- You also need to complete the evaluation (which is a separate google form) before your CEU request is submitted. Once both are completed you will receive an email of confirmation of completion within 2 business days.
- Contact brittany@theceushop.org with any questions

Introduction: My Story

1. The “5 Second Rule” is:
 - a. The most successful self-published audiobook in history.
 - b. A life strategy that allows one to take action within 5 seconds.
 - c. A 5 second breathing technique to activate the parasympathetic nervous system.
 - d. Both A and B
2. One of the fastest ways to rewire your mindset for confidence is:
 - a. Daily exercise
 - b. Positive self-talk
 - c. High fiving yourself in the mirror
 - d. Fishing for compliments

Chapter 1: Stop Wasting Your Life on Things You Can't Control

3. All of the following define the *Let Them* theory *except*:
 - a. It frees you from the burden of managing what is outside your control.
 - b. It gives you the energy to focus on your own life.
 - c. It allows parents to step aside so their children can be independent.
 - d. Releases the power one gives to others over their own life.

4. According to the author, the statement “*All human beings have a hardwired need for control.*” is a fundamental law of human nature. This plays out in all the following ways, *except*:
 - a. Feeling in control makes you feel comfortable and safe.
 - b. The one thing you will never be able to control or change is another person.
 - c. With appropriate behavioral techniques, you can effectively change and control those around you.
 - d. In effort to control situations and worrying about what others say, you create unnecessary stress, friction and tension in your life.

Chapter 2: Getting Started: Let Them + Let Me

5. The urge to control things comes from a very primal place of:
 - a. Guilt
 - b. Fear
 - c. Insecurity
 - d. Anger
6. The *Let Them* theory is rooted in ancient philosophies and psychological concepts. All of the following are ways in which the theory applies these teachings, *except*:
 - a. Stoicism: Focus on yourself, because that is where your true power lives.
 - b. Buddhism: Suffering comes from resisting reality.
 - c. Detachment Theory: By creating a mental gap between emotions and a triggering situation you practice emotional detachment.
 - d. Radical Acceptance: Advocating for political and social change allows one to feel accepted in their society.
7. The *Let Me* component of the *Let Them* theory:
 - a. Allows you to tap into your own power and be in control of what happens next.
 - b. Allows you to feel superior in emotionally complex situations.
 - c. Is about balance.

- d. A and C

Chapter 3: Shocker, Life is Stressful

8. One's stress response:
 - a. Is controlled by the prefrontal cortex and when activated, can lead to logical thinking and well-thought-out decisions.
 - b. Is designed for sustainability and endurance; it works over long periods of time.
 - c. Is located in the amygdala and focuses on survival and self-preservation. When activated, it can lead to rash decision-making and impulsive behavior.
 - d. Is a psychological and emotional state of your brain.
9. According to Dr. Aditi Neurukar, what percent of people are currently living in a chronic state of stress?
 - a. 55%
 - b. 64%
 - c. 70%
 - d. 86%
10. As it relates to stress, the *Let Them* theory helps you reclaim control over your anxious thoughts so that your brain and body can finally get out of survival mode and back into:
 - a. Thriving
 - b. Calm
 - c. Active mode
 - d. Homeostasis

Chapter 4: Let Them Stress You Out

11. When you allow someone else's behavior to stress you out:
 - a. You give other people power
 - b. It leaves you drained with no time and energy for yourself
 - c. You spiral in self-doubt

- d. A and B

12. In managing external stressors, the author suggests:

- a. You should protect yourself from inevitable external stressors by controlling your response to other people's behavior, to annoying situations, and to the emotions that you feel.
- b. You should utilize breathing techniques such as the Wim Hof method for activating the parasympathetic nervous system.
- c. You should create a morning yoga practice to ground yourself before being bombarded with the inevitable external stressors of the day.
- d. You should invest in a therapist or coach to whom you can vent and release your emotional responses to external stressors.

Chapter 5: Let Them Think Bad Thoughts about You

13. When you allow the fear of what other people think to stop you from doing what you want to do, you become a prisoner to other people's opinions. This results in:

- a. Procrastination
- b. Paralysis with perfectionism
- c. Overthinking
- d. All of the above

14. The belief that "I need to be different":

- a. Is a fancy way to say you are afraid that other people will think you copied them.
- b. Is an example of how your fear of what other people think holds you back from following the most obvious, easiest, and most proven path to success.
- c. Is a reminder that there is a formula for every business that has worked time and time again.
- d. All of the above.

15. Someone is always going to be disappointed by the decisions you make. Don't let that person be:

- a. Your grandmother

- b. Your parents
- c. Your boss
- d. You

Chapter 6: How to Love Difficult People

16. Family tends to be a lot harsher to your face because:

- a. They have an intimate knowledge of your past.
- b. They have a stake in your happiness and success.
- c. They have unconditional love for you.
- d. They do not use the same communication filters that they use in social or professional relationships.

17. The “Frame of Reference” concept

- a. Is a set of criteria by which measurements or comparisons can be made.
- b. Is a mindset tool aimed to help you navigate situations of disapproval by attempting to see the lens through which somebody sees something.
- c. Is a 3-step method by which you can convince another to accept your point of view.
- d. B and C

Chapter 7: When Grown-Ups Throw Tantrums

18. The *Let Them* theory doesn’t make you more judgmental, it makes you more:

- a. Compassionate
- b. Empathetic
- c. Sympathetic
- d. Honest

19. According to the author, which of the following statements is *true*?

- a. You will always come last if you let other people’s emotional immaturity have power over you.
- b. Most adults have the emotional maturity of an 8-year old.

- c. Adults are 100% responsible for the emotional and physical needs of children.
- d. All of the above

Chapter 8: The Right Decision Often Feels Wrong

20. According to the author, just because the right decision seems clear, doesn't always mean it's an easy decision to make. That's because the human experience is largely:
- a. An emotional one.
 - b. A complicated one.
 - c. A psychological one.
 - d. A physical one.
21. The author suggests not letting emotions drive your decisions because:
- a. they will often stop you from making the *right* decisions.
 - b. They should be made from your values.
 - c. You may regret what you say or do.
 - d. B and C
22. People often *try* to control how others feel about their decisions by avoiding the truth. Avoiding making the right decision or having the hard conversation means you don't have to face it. However, the longer you wait,
- a. The higher the likelihood the problem will get worse.
 - b. The more painful it gets.
 - c. The less courage you will have to face the problem eventually.
 - d. The more empowered the other party will feel.

Chapter 9: Yes, Life Isn't Fair

23. Torture is one type of comparison. Which of the following statements about this type of comparison is *false*?
- a. Comparison feels like torture when you focus on fixed attributes of someone else's life.

- b. You find yourself obsessed over, caught up in, or beating yourself up over something you will never be able to change.
- c. This type of comparison leads to self-injurious behaviors.
- d. Tortuous comparison is useless for growth and detrimental to happiness.

24. *Upward comparison* is a tendency to measure yourself against people and their attributes that you think are better than your own. Research shows that this type of comparison:

- a. Improves self-confidence.
- b. Destroys self-esteem.
- c. Builds resilience.
- d. Decreases self-confidence.

25. *Downward comparison* is a tendency to measure yourself against people and their attributes that you think are worse off than your own. People _____ engage in this type of comparison.

- a. Rarely
- b. Always
- c. Sometimes
- d. Never

Chapter 10: How to Make Comparison Your Teacher

26. The author posits that understanding the second type of comparison, the type that *teaches*, is a gold mine because:

- a. There is absolutely enough happiness, success, and money to go around for absolutely everyone. It is in limitless supply.
- b. No one else's wins are your losses.
- c. Jealousy is an invitation from your future self. It is inviting you to look more closely at someone else - not to make you feel inferior, but to show you what is possible. Flip jealousy to inspiration.
- d. All of the above.

27. Regarding success, Tom Brady said: “The truth is you don’t have to be special. You just have to be what most people aren’t: consistent, determined, and willing to work for it.” Mel Robbins uses this quote to make which of the following points:

- a. If you are serious about being successful or healthy or achieving your goals, you have no time to be upset, and you cannot afford to waste your energy being jealous. You need that energy, because you have work to do.
- b. Daily physical exercise and putting in the reps of consistent workouts will aid in mental strength to stick with the *Let Them* theory.
- c. Unless you are consistent, determined, and willing to work, you will always experience downward comparison.
- d. A and B.

28. According to the author, if you want financial success,

- a. You should obtain a higher education degree.
- b. It is your responsibility to create it.
- c. You should support your partner in their efforts to increase your combined capital.
- d. You should invest wisely.

Chapter 11: The Truth No One Told You about Adult Friendship

29. The three pillars of friendship are:

- a. Gender identity, vulnerability, and shared interests.
- b. Proximity, timing, and energy.
- c. Proximity, age, and shared interests.
- d. Honesty, loyalty, and humor.

30. Which of the following is *false* about “The Great Scattering”

- a. After high school or college ends, friends scatter in different directions.
- b. What is holding a friend group together may transition from a weekly sport practice to a text chain that gets quieter and quieter over time.
- c. The structure of friendship as one experienced in childhood disappears in adulthood.

- d. It is the process by which farmers sow crops.

Chapter 12: Why Some Friendships Naturally Fade

31. When she felt threatened and excluded from her friend group, the author did what most people do, which is to allow which emotions to take over:
- a. Sadness and longing
 - b. Bitterness and resentment
 - c. Hatred and envy
 - d. Jealousy and anger
32. The story the author shares about her old friends forming a close relationship with her new friends illustrates that *proximity*:
- a. Plays a massive role in forming and maintaining adult friendships.
 - b. Is less important than in previous generations with the ease and wide availability of electronic modes of connection.
 - c. Is only one of three predictors of a lasting friendship.
 - d. B and C

Chapter 13: How to Create the Best Friendships of Your Life

33. The “Give It A Year” advice refers to:
- a. The amount of time that passes without communication from a prior friend before you can assume the friendship has ended.
 - b. The time you must allow yourself to develop new friendships.
 - c. The time it takes to develop the comfort and confidence to make new friends.
 - d. The length of time you should keep hanging out with a new friend with whom you clearly don’t vibe before you can choose to move on.
34. The following are four steps you can take to “go first” in creating new adult friendships:
- a. Compliment people, ask for their phone number, invite them to an event, ask questions about their families.

- b. Compliment people, be curious, smile and say hello, do this without expectation.
 - c. Write people's names down so you don't forget them, ask about their families, be generous, smile.
 - d. Smile and say hello, offer your contact information, find a common interest, be curious.
35. Which of the following are examples of ways in which you can accelerate your ability to meet people and take your friendship to the next level:
- a. Look for events and group classes that interest you. And when you click with someone from that class, ask them to hang out outside of the class.
 - b. Find events that are interesting and invite new friends to attend the event as a group.
 - c. Start taking public transportation.
 - d. A and B

Chapter 14: People Only Change When They Feel Like It

36. In applying the *Let Them* theory to motivate others to change, the following two truths apply: 1) Adults only change when they feel like it, 2) Human beings are wired to move toward what feels good. Which of the following is the third truth?
- a. Every person is capable of being influenced.
 - b. No one believes they are the exception.
 - c. Every person responds to motivation.
 - d. Every single person on the planet thinks they're the exception.
37. According to Dr. Tali Sharot, behavioral neuroscientist and the director of the Affective Brain Lab at University College London and MIT, people believe that warning labels, threats, and known risks:
- a. Apply to them.
 - b. Do not apply to them.
 - c. Are dangerous.
 - d. Are easy to identify.

38. According to the author, *pressure* doesn't create change, it creates:

- a. Resentment toward the person insisting on the change.
- b. Resistance to the change.
- c. Resilience in overcoming obstacles.
- d. Burnout.

Chapter 15: Unlock the Power of Your Influence

39. Which of the following statements is *false* about influence?

- a. People are social creatures that are highly influenced and inspired by the people around them.
- b. If you have any shot at influencing someone else to change, model the behavior you want to see.
- c. Positive influence rapidly takes effect in someone else's brain.
- d. Modeling behavior you want to see in others opens the door for them to decide to change and ultimately think it was *their* idea.

40. The ABC Loop begins with a conversation. To prepare for the conversation:

- a. Plan for the conversation to be in person, without any alcohol involved or time pressure to finish quickly.
- b. The point of the conversation is to communicate in a manner that neutralizes any tension and creates the space for positive change to happen.
- c. Prepare for the conversation by giving yourself permission to get to the root cause of the problem even if you discover something ugly about yourself. Use the 5 Whys method as a formula to uncover the truth of why the conversation needs to happen.
- d. All of the above.

41. The evidence-based technique of _____ to elicit change is utilized in the "A" (apologize, then ask open-ended questions) step of the ABC loop.

- a. Behavioral therapy
- b. Motivational Interviewing
- c. Play therapy

- d. Art therapy

Chapter 16: The More You Rescue, The More They Sink

42. Which of the following themes does not apply when a person you are trying to change is in trouble?
- a. You cannot want someone else's sobriety, healing, or health more than they do.
 - b. The more you try to rescue someone from their problems, the more likely they will continue to drown in them.
 - c. Adults only get better when they are ready to do the work, and you will be ready way before they are.
 - d. There is no difference between supporting an adult and a child. When dealing with a child, you are *not* responsible for their emotional, financial, and physical support.
43. According to the experts, a human brain doesn't developmentally mature until which age?
- a. 18
 - b. 22
 - c. 25
 - d. 28
44. According to experts with whom the author consulted, _____ is a critical part of the human experience, and it is one of the most necessary elements of someone choosing to get better.
- a. Suffering
 - b. Struggling
 - c. Languishing
 - d. Hitting rock bottom

Chapter 17: How to Provide Support the Right Way

45. A real-life example of following Dr. Waldinger’s advice of “don’t shield them from the consequences of what they choose” is:

- a. Removing financial support from a child who is refusing to get a job.
- b. Cutting off financial support to a loved one even if it means they may not make rent.
- c. Removing all financial support including phone bills, rent, tuition, streaming accounts, groceries, and ubers if the person does not adhere to the conditions of the financial support.
- d. All of the above.

46. Examples of how you can create an environment to help someone get better include all of the following, *except*:

- a. Asking what they need.
- b. Showing up at their doorstep to drop off dinner.
- c. Walking into their bedroom and opening the windows to let the air in.
- d. Doing their laundry.

Chapter 18: Let Them Show You Who They Are

47. When looking to “land love”, the best advice is:

- a. Attract as many likes on a dating app as possible, thus increasing your pool of options.
- b. Be yourself and show up as your full self.
- c. Allow others to reveal who they are while you stay true to yourself.
- d. B and C

48. The author introduces the famous saying, “If someone likes you, you’ll know, and if they don’t, you’ll be confused.” She goes on to say that feeling confused is a very dangerous place to be when you’re dating because if you like them, your knee-jerk reaction will be to:

- a. Convince yourself that they like you.
- b. To walk away prematurely.
- c. Doubt your dating tactics.

- d. B and C

Chapter 19: How to Take Your Relationship to the Next Level

49. A study from the University of Alberta shows that after the initial “honeymoon phase”, a relationship tends to follow _____ patterns of old relationships.
- a. the exact same
 - b. completely different
 - c. hybrid
 - d. unique
50. If you have the pattern of chasing love but never getting into a healthy commitment, you are not the exception, you are
- a. the problem
 - b. the solution
 - c. in denial
 - d. A and C
51. Regarding the “commitment conversation” , which of the following statements is *false*?
- a. Don’t have the conversation at a bar, on the phone, over text, or when you are short on time.
 - b. Do not approach the conversation assuming the person wants the same as you.
 - c. It is about the facts of what is worth your time and what is not.
 - d. Tell them you are looking for a five star meal instead of table scraps.

Chapter 20: How Every Ending is a Beautiful Beginning

52. Which of the following two things are needed to make a relationship go the distance:
- a. 1) Both people still have passion in the relationship. 2) Both people are open to the idea of using external help such as counseling or coaching to arrive at a better state in their partnership.

- b. 1) Both people want the relationship to work and are both willing to work on it to make it better. 2) The issues that create problems do not require either person to give up their dreams or compromise their values.
- c. 1) Willingness for both parties to admit when they are in the wrong. 2) Desire to focus on actionable ways to overcome the issues.
- d. 1) Willingness for both parties to focus on the 80/20 rule and appreciate what they do love about one another. 2) Willingness for each partner to allow space for the other to still reach for and achieve their own goals and dreams.

53. Regarding surviving heartbreak, which of the following is *false*?

- a. Too early contact with your ex-partner will activate the old patterns in your nervous system and will force you to take a step back in your process of learning to live your life without them.
- b. Time doesn't heal, it is what you do with that time that matters.
- c. Don't do a revenge diet. It means you are still chasing your ex and they are still very much a part of your day-to-day motivation.
- d. Do not make immediate changes to your house and environment; you've had enough change with the breakup.