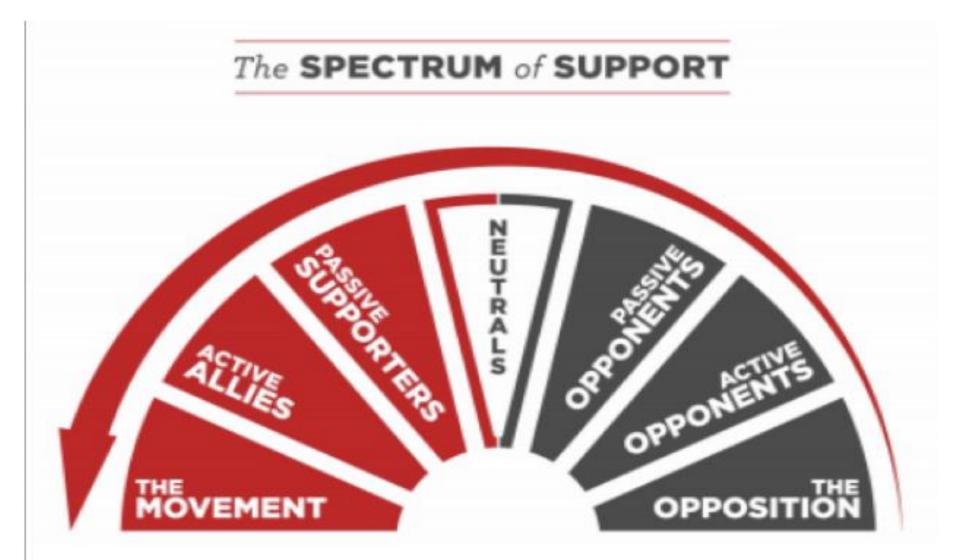
Having difficult in the second **ABOUT MIGRATION**

Why Now?

- Brexit
- Global context: Trump, Bolsonaro, Orban
- Street movements like EDL, DFA, UKIP
- Election reflections of racist sentiment: Boris Johnson, Nigel Farage



Who are we talking to?



We have our work cut out... We're taking on the prevailing ideas in society



And people would much rather hear things that confirm what they already think

What works and what doesn't

Works

- Persuasion
- Finding common ground
- Having a conversation (that means talking AND listening)
- Not shying away from the harsher arguments
- Storytelling

Not works

- Going for point scoring and a 'win'
- Screaming "racist" at racists
- Screaming "racist" at people who don't regard themselves as such
- Pure myth busting
- fact bashing

Key techniques for constructive conversations

- Empathetic listening
- Socratic questioning
- Storytelling
- Experience
- Facts and knowledge

Empathetic listening

BASIC PRINCIPLES

- Understanding others before being understood
- What are their core values? What do they really care about?
- Find the person behind the statements

WHY?

- Reduces tension in discussion
- Creates a safe space to develop mutual understanding
- Builds trust, respect and more chance of being understood yourself!
- Finding common ground to start from

It's not about showing empathy for prejudiced views!

Socratic questioning

Asking the right questions to provoke a person into thinking differently on their own terms.

- Ask for clarification: what do you mean by that? Can you clarify?
- Probe assumptions: What makes you say that?
- Probe evidence: what would be an example of that?
- Ask for alternative perspectives



Samaritan's listening wheel



Putting this into action Los Angeles LGBT canvassing

https://www.youtube.com/watch?v= tdjtFRdbAo