

HEAR YOURSELF THINK

uniting against the politics of fear

HEARYOURSELFTHINK.ORG

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DEMAGOGUE:



A leader (or media figure) who gains popularity in a democracy by **exploiting prejudice and ignorance**, whipping up the passions of the crowd, and **using strong emotion to shut down rational thought and demonize scapegoats.**

RECAP

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Brendan Smialowski, AFP;
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Demagogues and extremist media figures are poisoning democracy with lies and disinformation.

It's up to us to defend truth, oppose lies, and defend democracy.

“Making your voice heard is the only way to let others know what you think.

Otherwise they will think you agree with the loudest person.”

- Jeremy Dean, PhD, PsyBlog

CONNECTING WITH VALUES

What do you care about?

Why do you care?

Why does truth matter to you?

What or who inspires you?

What in history most deeply impacted you?



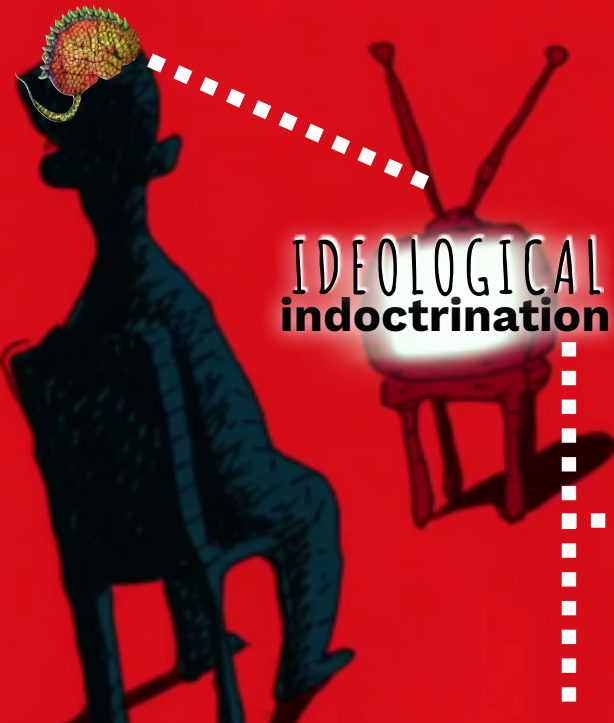
ANGER

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**FEEL ANXIETY,
LOSS OF CONTROL**
THREATS EVERYWHERE

**AMYGDALA
HIJACK**

opens door
to



**IDEOLOGICAL
indoctrination**

NEW TRIBE

(FALSE) SENSE OF
CONTROL RETURNED

**AMYGDALA
TARGETED** WITH
SCARY
STORIES

CYCLE OF INDOCTRINATION

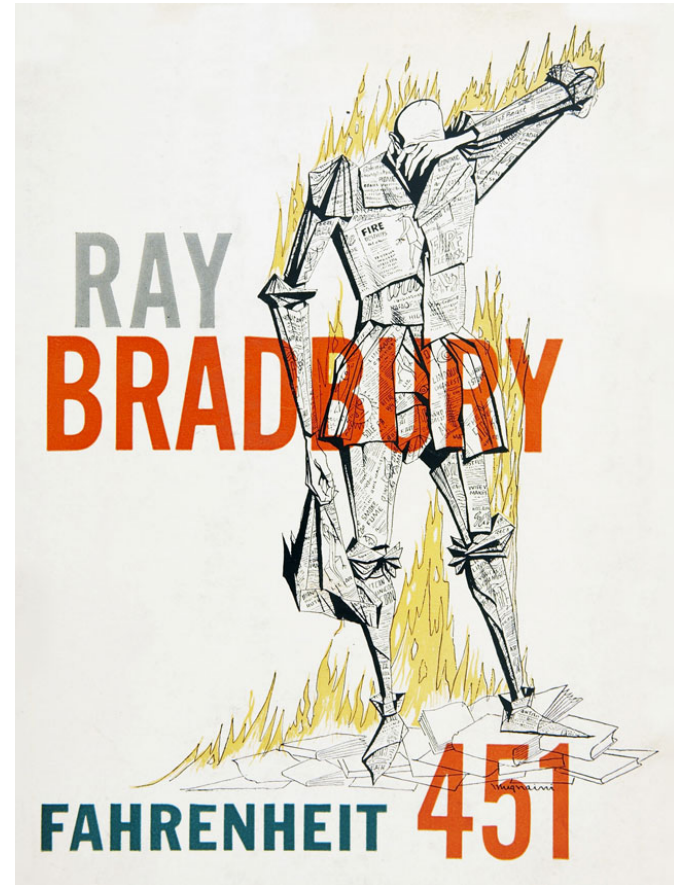
MAKING TRUTH MATTER: THE POWER OF STORY

Arguments vs. Stories

- ▶ One we choose to “accept” or “reject,” the other we *process* (emotional level)
- ▶ Engage heart first to spark thinking

Stories

- ▶ Expose/reveal truth, manipulation
- ▶ Prompt self-questioning, reflection
- ▶ Impart moral lesson/reawaken values



***“You can never be
free when you’re
living under a lie.”***

— Timothy Snyder

COUNTERING DEMAGOGUERY & DISINFORMATION

3 Goals in a HearYourselfThink Conversation:

- 1. Listen for the fear**
- 2. Dampen the
manipulative influence**
- 3. Connect with values**

CREATING THE CONDITIONS TO BE HEARD:



Don't let your face talk to the hat!

Model Good Faith:

- ▶ Talk to the citizen underneath the indoctrination.
- ▶ "We don't agree, but I'm not against you."
- ▶ "I have faith that we can set a better example."

LAR: Listen - Acknowledge - Redirect

Make them Think:

- ▶ Questions keep things in the higher brain
- ▶ Goal: get them to argue with themselves, not you.
- ▶ "Is there another way to look at this?"



"You are free to believe. . ."

Dampens fear of persuasion

ELEMENTS OF THE HYT APPROACH

1. *Exit War-Footing*

- ▶ “We disagree but I’m not against you.”
- ▶ “I truly believe we need to figure this out together.”
- ▶ “You are free to believe... BUT!
Here’s why this matters to me...”

ELEMENTS OF THE HYT APPROACH

2. Prompt Visceral Self-Questioning

- ▶ “Let me make sure I understand what you’re saying...” (repeat back)
- ▶ Socratic Questioning
- ▶ Stories for Insight: Real vs. Rubber Snake, Look for Helpers, How Media has Changed

ELEMENTS OF THE HYT APPROACH

3. Make It Personal with Values

- ▶ Remember your 27-9-3s!
- ▶ Why do you care about the truth, democracy, the common good?
- ▶ Uncover their values and gently highlight incongruities with Trumpism