



# WHAT IS AGITATION?

Agitation is a part of any basic union rap because most of the time it's emotion, not the facts, that is the "tipping point" to move people to action. For workers who are held back by a sense that nothing will ever change, agitating them is critical. Emotion is what makes people act.

It is sometimes referred to as "adding salt to the wound."

## How do you agitate someone?

- BY ASKING ENOUGH OPEN ENDED QUESTIONS THAT REALLY DIG DEEP ON THEIR ISSUE AND GET THE WORKER TO TELL THEIR STORY. IF YOU GO DEEP ENOUGH ON A WORKERS ISSUE & GET THEM TO RELIVE THEIR STORY THAT IS USUALLY ENOUGH TO GET THEM CHARGED.
- BY REFLECTING WHAT THE WORKER IS SAYING BACK TO THAT WORKER IN A WAY THAT IS POLARIZING, CLEARLY DEFINES RIGHT V. WRONG, FAIR V. UNFAIR, ACCEPTABLE V. UNACCEPTABLE.

Examples include:

- Do you think \_\_\_\_\_'s fair?
- When is enough of \_\_\_\_\_ enough?
- Do you deserve \_\_\_\_\_?
- What have you sacrificed?
- What keeps you up? Stresses you?
- How do you feel about\_\_\_\_\_?
- Are you ok with\_\_\_\_\_?
- How much longer can you \_\_\_\_\_?
- How long has it been going on?
- How does it affect you?