

**Table 5 Typical Pitfalls or “Traps”
(Pulls us in the wrong Direction)**

- Question-Answer Trap (Don't keep asking questions that can be answered yes or no. People are more open if they have to explain their answers.)
- Taking Sides Trap (Don't phrase things as if you've already decided, like, “you don't want to sound like a racist, do you?”)
- Labeling Trap (Don't label anyone, like “you're in denial”, or “you're a Republican.”)
- Expert Trap (Don't pontificate, give unsolicited advice, emphasize your titles, or how much you know.)
- Premature Focus Trap (Don't get too deep, too fast.)
- Blaming Trap (Don't blame someone by association – a person is innocent until proven guilty, even when not in court)

Adapted for Miller and Rollnick in Sakauye KM: The Tool Kit for Spreading Racism Like a Virus.