



**HATE** is not abstract. It's very real. Each of us is capable of hate.  
How hate starts and then progresses in five steps:

1. It starts with words, **WORDS OF HATE**, left unchallenged.  
These unchallenged words fall on fertile human minds, where **like seeds** they **may grow into deeds**.
2. These **DEEDS**, if left unchallenged, **form into habits**.
3. These **HABITS**, if left unchallenged, **impact one's way of thinking**.
4. These **HATEFUL WAYS OF THINKING**, if not challenged, **grow from person to person and seep into the social norms within a society**.
5. And these **social norms of unchallenged hate explain** (but do not excuse) **how AN ENTIRE SOCIETY WILL ACCEPT WITHIN ITSELF THE SOCIAL NORMS OF HATE**.

**This process has happened repeatedly, words of hate becoming deeply rooted within a society and then growing into its social norms:**

## Germany, Cambodia, Rwanda, Bosnia

### **Why does it happen?**

Because we decline to learn from the past. The pieces are too familiar: a verbal slur, an unflattering stereotype, hateful bias. Each piece can be challenged.

**"We have to teach the coming generations not to hate  
— to do the opposite —  
to collaborate, to accept multi-culturalism, and to learn from each other."\***

\*Thoughts of Dr. Bernd Wollschlaeger, author of A German Life: Against All Odds Change is Possible