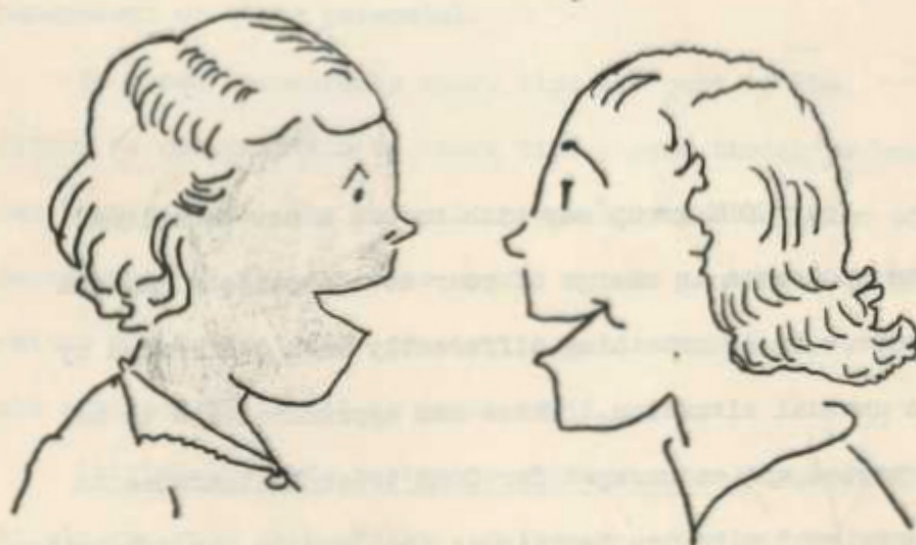


STATE HISTORICAL SOCIETY
OF WISCONSIN
816 State Street
Madison, Wisconsin 53706

C O R E

DOES IT

THIS WAY !



CORE - Congress of Racial Equality
38 Park Row, New York 38, New York

Pham
29-218

INTRODUCTION

This booklet is designed for use in action projects. These are some of the techniques that other CORE groups have found successful in sit-ins and stand-ins. Many of the ideas may be of value in your community. However, this is not a set of inflexible rules. You may wish to vary the techniques to fit your community or a particular project.

Your CORE group may wish to use a new technique. The spokesman in charge of your action project may ask members to do something differently when confronted by an unusual situation. These new approaches are to be expected and encouraged for CORE tries to learn -- to experiment with new techniques that may do the job better.

GENERAL ATTITUDES

Attitude towards management and employees. Public demonstrations are not the cessation of negotiations. They are part of the long bargaining process. They provide the incentive so that bargaining will be honest and as expeditious as possible. All during the period of demonstrations we try to win the respect and good will of management and employees. No matter what the provocation we remain calm and courteous to all. We do not argue with nor do we taunt management or other personnel.

In those restaurants where tips are part of the system of compensation we leave tips - even though we have not been served. The refusal to serve is the decision of management and the employee should not be penalized. The waiter who is nasty in refusing to serve CORE members finds his attitude difficult to maintain if we tip.

Attitude towards customers and bystanders. We attempt to win the good will of all. Customers often may be able

to influence management greatly. The two arguments from management which we meet most frequently are (1) "My customers won't stand for it." and (2) "My employees would quit first." Further, when the discriminatory policy is changed, the success of the new policy will be determined in large measure by the attitudes of customers. Answer all questions courteously and truthfully. Refer hecklers to the project leader.

Attitude towards CORE members. Here again we try to maintain good will. Be courteous and show up on time. We are all busy. Obey the orders of the spokesman quickly, cheerfully, and exactly. Disagreements on tactics should be discussed at the next CORE meeting.

Each time we meet the public we are neat and clean. We always dress in a manner appropriate to the occasion.



SIT-INS

We intersperse Negro and white participants. This makes it clear that we are an interracial group -- that discrimination is the concern of all. But, in many areas of the country, we do try to avoid having Negro men sit with white women and having white men sit with Negro women. This is most important at table restaurants and least important at lunch counters.

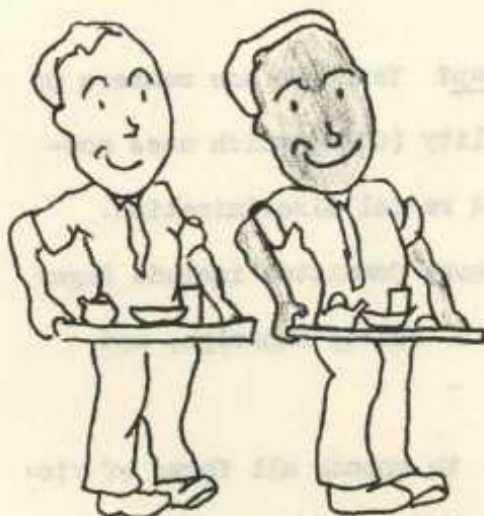
At lunch counters we generally take every other seat. Fewer CORE members take more space with the every-other-seat arrangement. Customers who come in two's or three's find no convenient seat. Some leave. Other patrons only become aware of our protest when we use this tactic. Also, it gives us the opportunity to talk with more people than if we sat bunched together.

Do we talk to people before they talk to us?

Generally not. We always try to avoid talking to antagonistic or excited people. However, we also try to look friendly and to invite questions from the curious and the friendly.

Frequently we will have brief leaflets with us to give to those who request additional information. The leaflet will tell why we are demonstrating at this restaurant, the nature of the CORE method: often they request the assistance of the customer. Leaflets should always bear our address.

Activities on the project. Generally we read, sketch, or think. We don't play checkers, chess, or cards. We do not slouch or sprawl in our seats. We never discuss controversial issues while on projects.



STAND - INS

We stand in a slightly irregular line. Otherwise customers might not be aware of our presence. At no time do we block the line, however. If someone says "Excuse me," always reply "Certainly." In restaurant stand-ins our trays should be from six to nine inches apart. This gives us the greatest effective coverage with the fewest people.

QUESTIONS

Frequently we will be asked questions. Questions of customers and bystanders may often stem from ignorance and a sincere desire to know. Others may stem from malice. But we answer all questions courteously. We do not engage in heated discussions. Complicated questions and all questions from management, newspaper reporters, etc., should be referred to the group spokesman.

Are we an organized group? Yes. We are members of the Committee of Racial Equality (CORE) which uses non-violent, direct action to end racial discrimination. Members of our National Advisory Committee include Roger Baldwin, Martin Luther King, A. Philip Randolph, and Lillian Smith.

Are we Communists? No. We oppose all forms of violence as used by Communists. We carefully investigate prospective members before they are accepted. National CORE forbids the membership of Communists.

Who are we? We are doctors, lawyers, students, housewives, clerks, mechanics, and businessmen. We believe in the brotherhood of man and the equality of all Americans.

Why pick on this store? We try not to pick on anyone. We have made sincere efforts to avoid public demonstrations. We have tried through letters and discussions to secure a change in policy. We are always ready to negotiate. We also appeal to customers to use their influence to bring about a more democratic policy.

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