

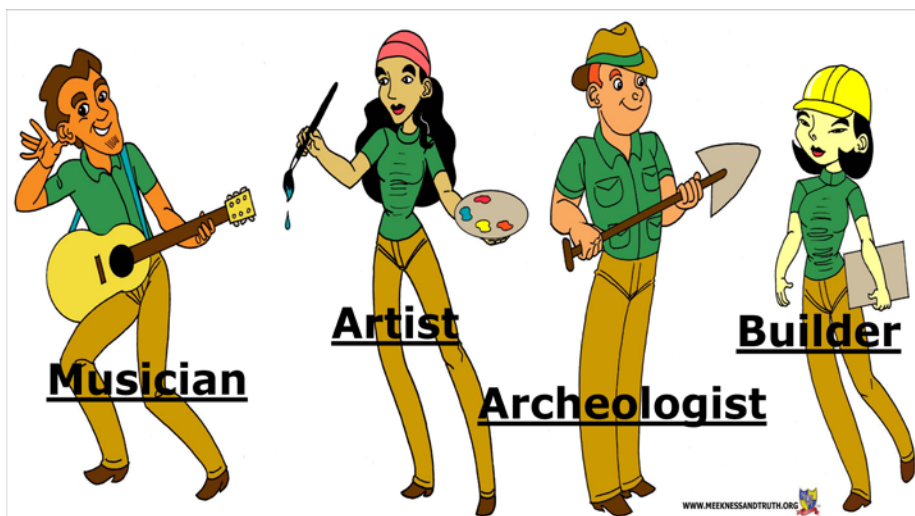
Class Meeting 3 Chapter 3 – *Learning the Role of the Musician*

Redefining What We Mean by Evangelism (Expanded Definition of Evangelism)

“Every day and in every way helping our pre-believing friends to take one step closer to Jesus Christ.”
(Dave Geisler)

Four Types of Conversational Engagements

There are four types of conversations we want to have with our nonbelieving friends: **(1) Hearing Conversations (The Role of the Musician)** (2) Illuminating Conversations (3) Uncovering Conversations and (4) Building Conversations.



The Art of Listening

Helpful suggestion: Reflect back what they are saying to you.

Examples: Now what I hear you saying is...

Tell me if I've heard you correctly. You are saying that...

Why Hearing Is Such An Important Step in Pre-Evangelism

- It helps you **better connect** with others
People feel appreciate when you can remember their name, understand their concerns, and show patience in your dialogue with them.
- It helps to **put the other person at ease** in talking with you
- It helps you to **really uncover the nature of their barrier** to Christ whether it is an intellectual, emotional, or spiritual barrier.

The Importance of Being a Good Listener

“He who gives an answer before he hears, It is folly and shame to him.” (Proverbs 18:13) (NASB)

“My dear brothers, take note of this: Everyone should be quick to listen, slow to speak and slow to become angry, for man's anger does not bring about the righteous life that God desires.”

(James 1:19-20)

Hearing Sour Notes

By listening to the sour notes we may be able to “detect” some of the *uncertainty in their beliefs* which may give us an opportunity to help them to thinking more clearly about what they believe and why.



Types of Sour Notes

- Belief Versus Heart Longing
- Belief Versus Behavior
- Belief Versus Belief
- Illogical Belief
- (Alleged) Science Against Creation
- (Alleged) A First Cause
- (Alleged) Belief Versus Behavior Among Christians

Discussion

1. Why do you think it's so hard for us as Christians to really hear what our nonbelieving friends are saying to us about their beliefs and values?
2. Is it your normal practice in a conversation of a religious nature to listen intently and patiently, especially with people you radically disagree with, in order to really understand what they are saying? Or do you tend not to listen so carefully because you're formulating a response in your mind to dismantle their argument?
3. How do we establish a better track record for hearing not just what we want to hear in our conversations with our non-Christian friends? What positive steps can we take to ensure we are being more objective in our observations?
4. How often do you think you have correctly anticipated what another person would say about his morals, values, or beliefs and answered accordingly?

5. What might be some negative results from pointing out right away what you believe to be problems with someone's statements?

Application Points

1. It is a common habit for people to interrupt one another during a conversation. Develop the habit of patiently waiting for the other person to finish speaking before taking your turn. This week I will practice that art of actively listening and try not to interrupt others as they are talking.
2. This week, during your conversations with your friends, practice making your response relevant to what the other person just stated. Also when witnessing to your non-Christian friends, practice listening for the key words or phrases the other person uses to determine your reply.
3. Poor listening habits or simple misunderstandings often lead to disagreements and hurt feelings. Practice thinking about whether you fully understand what other people say during conversation. If not, either ask for clarification or state what you think the person said and ask if you understood correctly. It's especially important to allow those who are willing to share more about what they believe to do so without too much interruption.
4. When you hear a person state what you think is one of the key components of their belief/value system, try to think if anything they said previously brings this belief into question. This may help you to help them surface the discrepancies in their own thinking and may invite more honest and open reflection and dialogue.
5. Practice identifying the different kinds of sour notes listed in appendix 3 (this exercise will help you identify these sour notes more quickly in conversations with others).
6. Record in appendix 1 what you are hearing from those on your top three list. Determine which of those issues could be the focus of a future conversation. At this point you should not be concerned about what you are going to say; just determine what might be a good topic for conversation that could help them take a step closer to Christ.
7. Remember not to listen just to the labels people use to identify their religious beliefs. Listen intently to the words they use to determine what they really believe and whether they are mixing different worldview perspectives.

Chapter 4 – *Learning the Role of the Artist*

Four Types of Conversational Engagements

There are four types of conversations we want to have with our nonbelieving friends: (1) Hearing Conversations (The Role of the Musician) **(2) *Illuminating Conversations (The Role of the Artist)*** (3) Uncovering Conversations and (4) Building Conversations.

Asking Probing Questions

Being Effective in Pre-evangelism means...allowing others to discover the truth for themselves by asking them probing questions about what they say they believe!

“For the time will come when men will not put up with sound doctrine. Instead, to suit their own desires, they will gather around them a great number of teachers to say what their itching ears want to hear. They will turn their ears away from the truth and turn aside to myths.” (2 Timothy 4:3-4)

Clarifying Questions Help to...

- Clarify Beliefs
- Uncover the Nature of Behavior
- Create More Honesty in a Discussion
- Create More Openness to Spiritual Dialogue
- Minimize Unnecessary Defensiveness
- Reverse the Burden of Proof

Introductory Questions to Explore the Uncertainties of their Beliefs

- Do you really think it really matters what we believe or is the important thing we have some kind of religion to make us a better person?
- Do you think that all religious beliefs basically teach the same thing?
- Do you think that all people will be held accountable for the way they live?
- If so what do you think the standard will be?

Follow-up Questions That Can Expose False Beliefs or Concepts

How is it possible. . .

- for all religions to be the same when some of them contradict each other’s key beliefs?
- for there to be no God and yet believe in such non-material things as truth and love?
- for the Bible to be rejected as reliable when other historical documents are accepted?

Asking Questions in a Nonthreatening Way

1. Ask questions in a way that surfaces uncertainty about a nonbeliever’s own perspective.
2. Minimize a nonbeliever’s defensiveness.
3. Create in nonbelievers a curiosity to want to hear more.

Discussion

1. The process of painting a mental picture in the mind of the person concerning their belief system can come about only if we have taken the time to hear them clearly and understand their viewpoint. Having truly listened and clarified for yourself what the person you are talking to believes, you are then ready to ask questions that probe their own understanding of their beliefs. By this time, the person may be more inclined to entertain questions from you about what they believe and may be more open to some honest reflection and evaluation.
2. Remember that even though you think you may have a good understanding of what a person's beliefs are, it is still vitally important that you ask them clarifying questions about what they believe because misunderstandings can occur so easily. It is quite likely that they have not fully understood and reflected upon the entirety of what they say they believe. It's also possible you have not heard them clearly and may not know what questions would be most helpful to create spiritual dialogue and reflection.
3. Remember that a person may use terms and phrases as they talk about their belief system that sound similar to Christian terms, yet they may be using these terms in a different way. So be careful about making too many assumptions in your interaction with others. These assumptions could lead to a great likelihood of miscommunication.
4. The truth of Christ is the foundation we build our lives upon. If you and I have committed our conversation to the power and guidance of the Holy Spirit, He will use our lives and words to penetrate the minds and hearts of the people we are seeking to reach.
5. Train yourself to avoid the extreme of either flossing over or directly challenging discrepancies in what another person says. Rather, practice the fine art of asking questions in a way that helps the person to surface the truth for himself.
6. Remember that sometimes it is more helpful to answer a question with another question to give those who ask an opportunity to think more clearly about what they actually believe. Remember also that in normal dialogue we should resist the temptation to directly counter a challenge or even a difficult question because it could lead us to be defensive in our response, the very thing we want to avoid causing in them.
7. When you respond to your friend's questions in a non-defensive, reflective, and confident manner, it may also help your friend to listen more seriously to what you believe.
8. It is important that others see us as an ally who is trying to help them work through their struggles, rather than as an enemy they feel obligated to attack, even if they agree with some of what we're saying.

Application Points

1. Practice listening more intently in your conversations with others this week. You might be surprised how many questions for clarification come to your mind that may create opportunities for greater spiritual interaction. You also may learn to enjoy talking to people in deeper, more satisfying ways.
2. Consider also what terms you want those in your top three list to clarify for you that may create more open doors for spiritual dialogue. Record your insights in appendix 1 under step 2.
3. Reflect on the sour notes you have heard in the lives of your top three and that you recorded in appendix 1 under "Hearing." Consider one key question that could create greater self-reflection or openness to discuss that sour note. Write down this question under step 2.
4. What one good follow-up question could you ask those on your top three list that builds on your key question? Record your answers in the spaces provided in appendix 1, step 2.
5. Consider one thought-provoking question that could create greater openness to continue the spiritual dialogue in future conversations. Record your answers again in appendix 1 under step 2.
6. What are some questions we can ask that keep in balance the three Ds of Asking Questions (Doubt, Defensiveness, Desire)? Record your answers in appendix 1, step 2.