



PROJECT

**Evangelism**

**Tactics**

SESSION

**Four**

CLIENT

**WATERMARK COMMUNITY CHURCH**

## Recap from last week

- **Did you share your testimony with someone this week?**
  - **If yes, how did it go?**
  - **If no, what reasons prevented you from doing so?**

# The Power of a Question

- **Did you know...**
  - **Jesus asked over 300 questions in the gospels?**
  - **When Jesus was asked a question, 90% of the time He responded with a question**

# The Power of a Question

- **Put a stone in someone's shoe**
- **Questions are:**
  - **Friendly & flattering**
  - **Great conversation starters**
  - **Interactive by nature**
  - **Buy you valuable time**
  - **Put you in the driver's seat**

# An Experiment...

# Open-ended vs close-ended

- **Closed-ended**
  - **Answered with a single word or short phrase (usually “yes” or “no”**
  - **Usually, but not always, begin with: Do, would, are, will, & if**

# Open-ended vs close-ended

- **Open-ended**
  - **Likely to receive a longer answer**
  - **Get the respondent to think and reflect, often revealing opinions and feelings**
  - **Usually, but not always, begin with: what, why, & how**

# What do you mean by that?

- **Find out what a person thinks**
- **You don't want to misunderstand someone and you don't want to misrepresent them**



# How did you come to that conclusion?

- **Find out why a person thinks the way he/she does**
- **It's not your job to defeat their claim...it's their job to defend it**
- **Is their response:**
  - **Possible?**
  - **Plausible?**
  - **Probable?**

# Brainstorm Questions

- **See how many different ways your table can ask:**
  - **What do you mean by that?**
  - **How did you come to that conclusion?**

## Diagnostic Questions

- **If you were to die tonight, on a scale of 1-10, how certain are you that you'd go to heaven?**
- **If you were standing before God and He asked why He should let you in to heaven, what would you say?**

# What are people really asking?

- **Most of the time, people don't have intellectual questions about God. Most of the time they want to know:**
  - **Is He good/does He love them?**
  - **Is He big enough/strong enough to do something?**
  - **Does He care enough to do something?**

# Resources

- **One Thing You Can't Do in Heaven – Mark Cahill**
- **Tactics – Greg Koukl**
  - **Go to [watermark.org](http://watermark.org) and search “Greg Koukl”**
- **Conversational Evangelism – Norman Geisler**
- **[Gotquestions.org](http://gotquestions.org)**
- **[Carm.org](http://Carm.org)**
- **[Probe.org](http://Probe.org)**
- **[Answersingenesis.org](http://Answersingenesis.org)**