

Evangelism Class #14 - Using Questions Effectively

9 Benefits of Questions: 1) We model the master 2) Show genuine interest 3) Help us talk with, not at 4) Create natural openings for spiritual discussion 5) Force people to examine their beliefs 6) Help clarify people's beliefs 7) Expose inconsistencies in people's beliefs 8) Expose barriers to belief 9) Invite their questions in return

9. Questions Invite their Questions in Return

- After we've shown genuine interest in their beliefs with questions, they'll likely do the same.
 - **Key:** When you share your beliefs, don't present it as opinion or feeling. Present it as what you've learned in your studies/research. Present it confidently.
 - Opinion/Feeling ————— **Confidence** ————— Obnoxiously Stubborn

5 Ways to Use Questions Effectively

1. Celebrate Common Ground

- **Mark 12:28-34** - Rather than focus on differences, Jesus celebrated the common ground!
 - When listening for inconsistencies, listen for the good too and praise/compliment it! Celebrate even the smallest patches of common ground.
 - **Matthew 16:16-17** - Peter didn't really understand the Christ, but he knew it was Jesus.
 - **Examples:** "So glad to hear you say that." "Amen, I agree 100%." "It's so refreshing that you believe x." "I know exactly what you mean!"
 - **1) Feels less like an argument, more like conversation.** (Prevents "us vs. them")
 - **2) Disarms them and makes them less defensive**

2. For Sensitive Questions, Ask Permission First

- **Luke 7:40-42** - "Simon, there's something I need to share with you." Waited for response.
 - **Key:** Not necessary in every conversation, but crucial when talking about sensitive/challenging/uncomfortable subjects. (like someone's sinful lifestyle choices or painful past)
 - **Examples:** "You mentioned church last time we talked. I have something important to ask you about that." "Can I ask you something really challenging?" "Can you help me understand something you said?" "Is it okay if I ask you something really personal?"
 - Shows you care about and respect their boundaries. Most will let you through boundaries as long as we first acknowledge that their boundaries are important.

3. Use Questions to Create Curiosity

- **Luke 13:18-19** - Jesus wants them to wonder for themselves about this.
- **Matthew 22:41-45** - Presents a question as a riddle to ponder.
 - Entices people to WANT to know more about what you have in Christ.
- **Examples:** "Have you ever thought about why so many people were willing to be tortured to death for their faith in Jesus over the centuries?" "Do you ever think to yourself, 'What if there is a God and I'm missing out on His amazing plan for my life?'" "What if I knew something that would change your life forever for the better, would you want to hear it?" "What if I told you I know exactly what you're looking for and where to find it?"

4. Pick your Battles

- **Matthew 15:1-3** - Could have debated about hand washing. Instead went to the main issue.
 - **Key:** Learn the difference between the real problem and a symptom of the real problem.
- Cut down the tree trunk, and the branches go with it. **Trunk:** Atheism. **Branch:** Fornication.

5. Use a Curious, not Condescending Tone

Condescending: Matthew 9:11; John 9:34 **Curious:** Matthew 9:14

Key: Tone, facial expression, and inflection of words all change the sound of our questions.