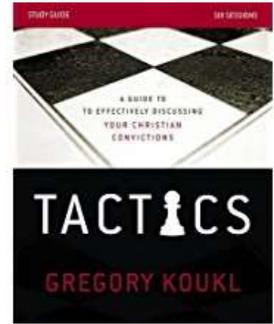


**Chardon Christian Fellowship**  
**Home Fellowship Lessons**  
**Tactics**  
*Lesson 1: Getting into the Driver's Seat*



**I. Introduction**

- A. This course could change everything for you.
- B. The tactical approach you will learn will give you two skills.
  - 1. Train you to maneuver in conversations.
  - 2. Teach you the art of maintaining control of the conversation.
- C. Goals of First Lesson
  - 1. Define tactics
  - 2. Suggest significant change in evangelism
  - 3. Introduction to first and most powerful tactic

**II. Our Need For Tactics**

- A. Our needs concern our commission to be Ambassador for Christ (**2 Cor 5:20**)
  - 1. Ambassadors have three skills
    - a. Knowledge (accurately informed mind)
    - b. Wisdom (an artful method)
    - c. Character (an attractive manner)
  - 2. The second skill (artful method) is focus of course
- B. Tactics versus strategy – tactics is distinct from strategy
  - 1. Strategy involves the big picture or one's position prior to engagement
    - a. Includes all the information we have to defend our position
    - b. We have an excellent case !
  - 2. Tactics are about how we maneuver in conversations (bridge: the way we take our goods and put them into play)
  - 3. Tactics are not:
    - a. tricks or slick ruses
    - b. clever ploys to destroy non-Christians
    - c. attempts to belittle or humiliate non-believers
  - 4. Tactics help you to:

- a. Manage the conversation (not manipulate people)
- b. Control the circumstances (not coerce people)
- c. Finesse them (not fight with them)
- d. Navigate through the minefields
- e. Put you in driver's seat of the conversation

### **III. Gardening Versus Harvesting**

A. Key insight: before there can be a harvest there must be a season of gardening.

- 1. Virtually no one becomes a Christian overnight in our modern culture
- 2. Jesus discussed gardening and harvesting in ***John 4:35-38***

B. ***John 4:35-38***

- 1. Two seasons: gardening and harvesting
- 2. Two types of workers: sowers and reapers
- 3. One team with everyone rejoicing together !

C. What kind of worker are you? Gardener or harvester?`

- 1. Gardening takes more work than harvesting.
- 2. Harvesting is easy when the fruit is ripe.
- 3. So ... we probably need more gardeners than harvesters.
- 4. If you have been "sitting on the bench" in evangelism, perhaps you are a gardener and not a harvester.

D. Modified goals

- 1. Are you a gardener or a harvester?
- 2. Goal of the gardener is to "put a stone in their shoe."
  - a. You want to annoy them in a good way.
  - b. You want to get them thinking.
  - c. You want them to see that Jesus is worth thinking about.

### **IV. The Tactical Game Plan**

A. A promise.

- 1. This will provide you with a game plan that will allow you to converse with confidence in any situation.
- 2. This tactic does not matter how little you know or how knowledgeable or aggressive or obnoxious the other person may be.

B. The game plan is simple ... tailor-made for each individual ... will help keep you in conversation driver's seat.

1. **Colossians 4:5-6**

- a. Be smart (*wisdom*).
- b. Be nice (*seasoned with salt*).
- c. Be tactical (*how you should respond*).

2. Example of interaction of Gregory Koukl with young pagan lady.

C. The tactics used in the encounter with the young pagan lady.

1. Asked nine questions.

- a. Used question to begin conversation.
- b. Used questions to gather information.

2. Used questions to exploit weaknesses in her logic

3. Tried to show the inconsistencies and contradictions in her view.

4. Used tactics to guide conversation for her to see the natural consequences of her view.

5. During conversation everyone was relaxed and comfortable.

D. Value of using tactical approach is to stay in driver's seat.

1. Allows you to productively direct the conversation.

2. Forces the other person to do most of the work.

3. Helps avoid conflict (sowing for future harvesting).

## **V. Columbo Tactic**

A. "Queen mother" of all tactics

1. Easily combined with other tactics.
2. Simplest tactic to stop conversation, turn the tables, and get person thinking.

B. Columbo ...

1. Was brilliant detective who appeared bumbling, inept, and harmless.
2. Employed his trademark approach of asking questions.

C. Key to Columbo tactic is the Christian goes on the offence in an inoffensive way asking carefully selected questions that productively advance the conversation.

1. Asking questions is polite form of conversation focused on them ... not you.

2. Using questions has tremendous advantages:
  - a. Questions are interactive, inviting others to participate.
  - b. Questions can buy you time.
  - c. Questions get you valuable information.
  - d. Questions put you in the driver seat managing the conversation.

3. Advantages?

- a. If you hit a roadblock ... you can ask a question.
- b. If you get into a difficult situation ... ask a question
- c. If you are not sure where to go next in the conversation ... ask a question.

D. Three parts of the Columbo game plan.

1. First application of Columbo game plan is “gather information”
  - a. Need to know the “lay of the land”. This is “intel”.
  - b. Gathering information is effortless.
  - c. Questions can be:
    - i. Casual conversation starter
    - ii. Buy you valuable time
    - iii. Alert you to weaknesses, flaws or ambiguities.
    - iv. Gives you valuable information for present or future.
  - d. Model Columbo question: “*What do you mean by that?*”
  - e. Examples of “*What do you mean by that?*” in action.
    - i. “*There is no God*” - “*What do you mean by that?*”
    - ii. “*All religions are basically the same*” - “*What do you mean by that?*”
    - iii. “*You should not force your religious views on me*” – “*How am I forcing my religious views on you?*”
    - iv. “*Everything is relative*” - “*What do you mean by relative? What do you mean by everything?*”
    - v. Guy wanting to share with his Buddhist friend – Go and talk to him about his beliefs on Buddhism.

E. Sounds of silence. Don't be surprised if you get the “sounds of silence” response when you ask the question “*What do you mean by that?*”

1. Some people repeat what they have been socialized to say and have not thought out what they mean.
2. When asked for clarification, they may get caught flat-footed and not be able to explain.
3. The question graciously prods them to think through their view ... maybe for the first time. Give them time to think !

F. Question of “evil.”

1. What about all the evil in the world?
2. As an objection to Christianity, people try to use “evil in the world”. Use questions to get them to define “evil.”
3. Get to the core of their question or definitions using “*What do you mean by that?*”

**VI. Step 1 in Columbo tactic**

- A. First, it immediately engages the conversation in an interactive way.
- B. Second, it flatters the person by showing genuine interest.
- C. Third, it forces the person to think more carefully and precisely about their statements, meaning, or position.
- D. Fourthly, it gives you valuable information regarding their position.
- E. Fifthly , it puts you in the driver’s seat of the conversation (no pressure on you).

V. Summarizing

- A. Restoring the missing piece of the conversation, that is, moving from the content to the conversation.
- B. The tactical approach in general. The skill of maneuvering the conversation.
- C. Rethink your approach to evangelism, in that there are gardeners and there are harvesters. Put a “stone in their shoe.”
- D. Columbo tactic – use questions to move gracefully in the conversation (“*What do you mean by that?*”)

**APPLICATION**

1. Have you had evangelism training? If so, what was it and can you summarize the method in 2-3 sentences?
2. Have you ever been in a conversation with someone and were stumped how to turn it smoothly to a discussion about Jesus and eternity?
3. Are you a spiritual gardener or harvester? Why do you think so?
4. Summarize the Columbo tactic in one or two sentences.

5. This coming week, take a conversation and focus on the first aspect of Columbo question #1 tactic, that is, asking questions in an artful and attractive manner.

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This outline is provided to accompany the current version of the Tactics video by Gregory Koukl. It is not intended to replace, supplant, or modify the teaching by Gregory Koukl, rather, it was created by following point-by-point the current video lessons and creating an outline that follows the video. The intent is so the viewer can easily follow the video presentation.

You are encouraged to purchase a copy of Gregory Koukl's teaching materials on this subject of Tactics. The book and study guide and contain more information than shared on the video:

Tactics, by Gregory Koukl; Zondervan Press; ISBN 978-0-310-28292-1

Tactics video, by Gregory Koukl; Zondervan Press; ISBN 978-0-310-52907-1

Tactics Study Guide, by Gregory Koukl; Zondervan Press;  
ISBN978-0-310-52919-4