

A silhouette of a hand moving a chess piece on a board against a blue background. The hand is on the left, holding a piece and moving it towards the right. The chessboard and other pieces are visible in the foreground and background, all in silhouette.

Tactics

Columbo 1

Getting in the Driver's Seat

How should we respond to such things?



- Let your speech always be with grace, as though seasoned with salt, so that you will know how you should respond to each person (Col 4:6)
- Behold, I send you out as sheep in the midst of wolves; so be shrewd as serpents and innocent as doves (Matt 10:16)

Ambassador Model

The background of the slide features a blue gradient with silhouettes of chess pieces. A hand is shown in silhouette, holding a king piece. Other pieces like a queen, pawns, and rooks are visible on the board in the foreground and background.

- Ambassadors need 3 skills
 - Knowledge – An accurately informed mind
 - Wisdom – An artful method
 - Character – An attractive manner
- Arguing is good.

A Simple Goal

- Put a stone in their shoe



10 Second Window

A silhouette of a hand moving a chess piece on a board. The background is a blue gradient with a sunset or sunrise sky. The chess pieces are dark silhouettes on a light surface.

- Realistically you only have about 10 seconds before the opportunity passes
- You're conflicted

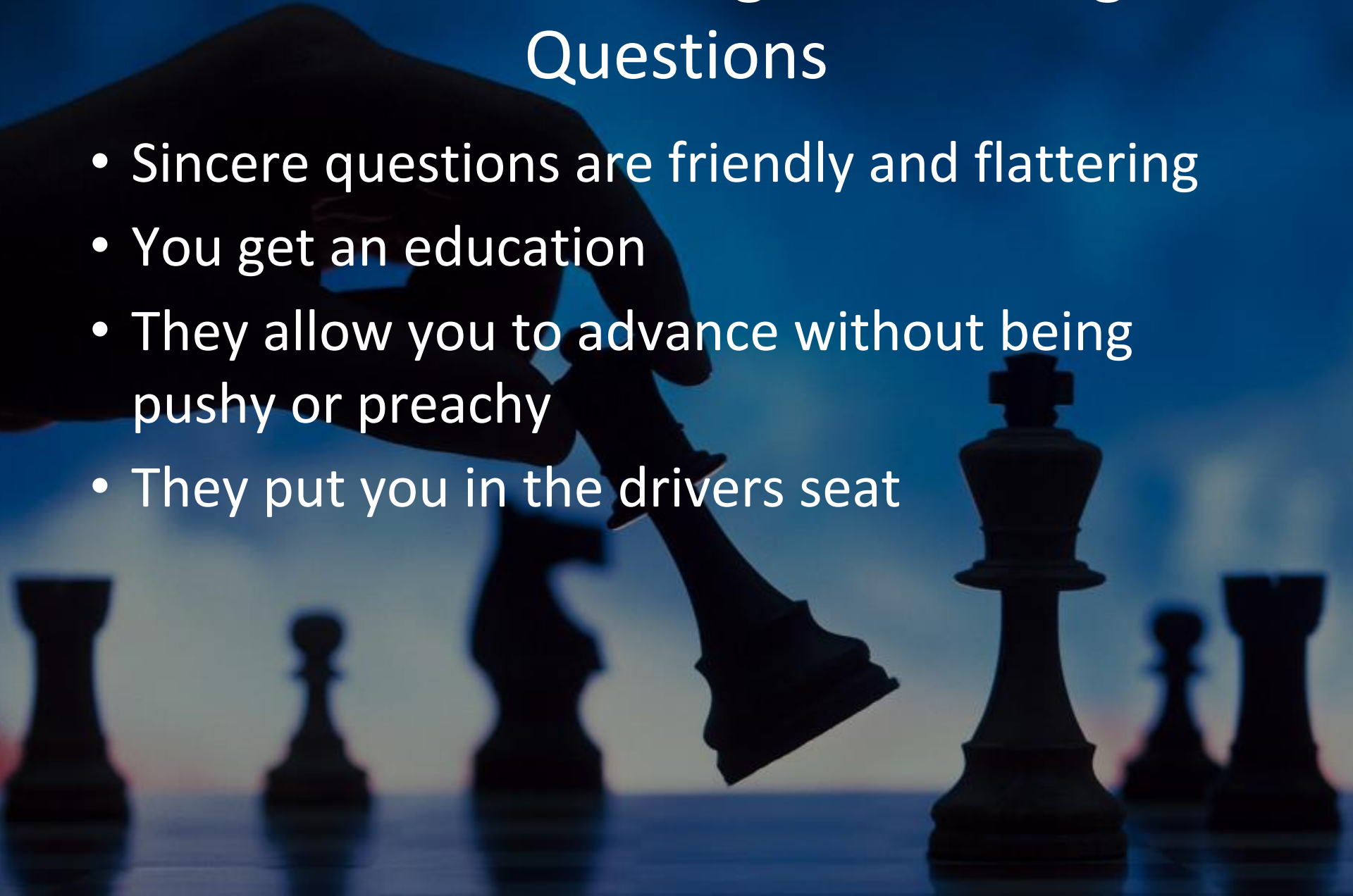
Student Interactive

The background of the slide features a blue gradient with silhouettes of chess pieces. A large silhouette of a hand holding a chess piece is on the left, and several other chess pieces are scattered across the bottom and right sides.

- What was the last book you've read?
- Regardless of your profession, it's impossible to be a good parent to six kids. Not enough hours in the day.
- You just think you're right and anyone who disagrees is wrong.
- I need to go to New York tomorrow.
- What time is it?
- I had green beans for dinner last night.
- Where do you live?

General Advantages of Asking Questions

- Sincere questions are friendly and flattering
- You get an education
- They allow you to advance without being pushy or preachy
- They put you in the drivers seat



Columbo Tactic

3 basic ways to use the Columbo Tactic:

1. Gather information (Today)
2. Reverse the burden of proof (Next week)
3. Lead the conversation (2 weeks)



Columbo Question

A hand is shown in silhouette, moving a chess piece (a king) on a chessboard. The background is a blurred blue and white gradient, suggesting a sunset or sunrise. The chess pieces are also in silhouette, and the overall scene is dimly lit, emphasizing the action of the hand.

“What do you mean by that?”

- It engages in an interactive way
- It allows you to gather information
- Keeps you from misrepresenting someone's view
- Gives you time
- Takes the pressure off you

Practice

A silhouette of a hand moving a chess piece on a board. The background is a blue gradient with a sunset or sunrise sky. The chess pieces are dark silhouettes on a light surface.

- “Regardless of your profession, it’s impossible to be a good parent to six kids. Not enough hours in the day.”
- “Anyone who has more than 3 kids is just irresponsible.”

Summary

A silhouette of a hand moving a chess piece on a board. The background is a blue gradient with a sunset or sunrise sky. The chess pieces are dark silhouettes on a light surface.

- Our goal: Put a stone in their shoe
- There are times that go well and there are learning experiences
- 10-second window
- The one asking the question controls the conversation
- “What do you mean by that?”

Homework

The background of the slide features a dark blue gradient. In the foreground, there are several black silhouettes of chess pieces on a reflective surface. A hand is shown in silhouette, moving a king piece from its original position to a new one. The king piece is the central focus of the action, being lifted and placed in a new spot. Other pieces, including a knight, a pawn, and a rook, are visible in the background, slightly out of focus.

- Engage people using our Columbo 1 question
- Follow the rule of asking a half dozen questions in a conversation
- Be ready to share your experiences