

# LET'S GO

LOVE · LISTEN · LEAD

## LESSON 4 - LISTEN

### INTRODUCTION: SEEKING TO UNDERSTAND (video)

- Jot down as many different responses as you can to the objection: “The church is full of hypocrites.”

### ASKING QUESTIONS LEADS TO DEEPER CONVERSATIONS AND SURPRISING ANSWERS (video)

- Recall a time when you asked someone what they meant by what they said, and their answer surprised you. Share with the others in your group.

### THE “COLUMBO APPROACH” TO WITNESSING (video)

- As Professor Paustian shares three types of questions you can use while witnessing, jot down the purpose of each type of question as he explains it.

**Type 1: “What do you mean by...?” / “What does it mean when you say...?” / “Help me understand this...”**

**Type 2: “Why do you think this is true?” / “How have you come to think that way?”**

**Type 3: “Have you thought about...?”**

### PLAYING THE DETECTIVE (exercise)

- Find a partner and practice role-playing the Columbo Approach in which one plays the skeptic whose position is that Christians are hypocrites. After a few minutes switch roles.

1.) Describe what just happened? What was challenging for you? What worked well? What did you learn?

2.) Was it easy or hard to play the role of the skeptic? Why might that be?

3.) How will this sort of activity help you in your life as Christ's own ambassador?

### [PUTTING OPEN QUESTIONS INTO PRACTICE / PREVIEW \(video\)](#)

**HOMEWORK:** Spend some time this week asking the Christians in your life open questions about themselves and their faith-life. Remember that open questions start with "What..." "How..." "Tell me about..." or "Help me understand..."

Some possible examples....

- Tell me a hymn verse or Scripture that means so much to you right now.
- What should I be praying for when I think of you?
- Where is God in all your struggles? What is happening with your faith right now?
- Others...?

Practice being genuinely curious and wanting nothing other than to learn more about them. We'll report what we learned next time.