



GOSPEL OF **GOD**  
MINISTRIES

# QUESTIONS & EVANGELISM

**GGM CURRICULUM**

**PROCLAIM to  
TRANSFORM**

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# An Introduction

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Thanks for taking the time to study and read the content I have put together. I hope it will be highly valuable in your daily life. The Biblical truth found here will reorient us all on how to start a conversation and direct it to the life-giving Gospel of Jesus.

There will be no silly gimmicks, just a desire to ask questions, listen to what they believe, and ask more questions to point them to where that belief leads. Col 2:3 "in whom are hidden all the treasures of wisdom and knowledge." You have access to all the wisdom and knowledge; therefore, there is no conversation you should fear.

I have concluded after having many conversations with unbelievers over the years. Most people have never genuinely asked why they believe what they believe and how they came to that conclusion. I hope to put a few tools in your belt to help the unbeliever- you are talking with- look at their views on God and morals honestly. I want to show how to use questions to start gospel-centered conversations.

In this curriculum, we are going to look and see how the people in scripture used questions and how they listened; we are going to see what questions can do, how questions can expose someone's beliefs, how essential it is to ask the right question, what questions should be used in different settings, and finally questions that reveal the importance of absolute truth.

We hope this curriculum and all my other curricula will serve as a signpost to point to the Bible. I want these curriculums to be highly practical and helpful as you seek to be bold for Jesus in your sphere of influence. If there is something we can do better, please let us know. If these lessons have been beneficial, drop us a line and tell us how they helped you. Email [officegospelgm@protonmail.com](mailto:officegospelgm@protonmail.com)

– The GGM Team

# About This Class

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God spoke in the most crucial verse in the Bible, Gen 1:1. He gave two ears and one mouth. Why did God ask Adam and Eve where they were in the garden? (Genesis 3:9) He asks three questions in four verses. Did God lose his ability to be omniscient? No. The question exposed Adam and Eve to what they had done. Through Him asking the question, Adam and Eve started to be exposed to what changed in them.

*This is not another apologetic class discussing philosophical concepts and principles.*

This class's thesis explains how questions are used and how to ask the right questions to reveal what is believed so that the Christian Gospel would make sense.

Listen for the Bible coming out of unbelievers:

"We need to be kind to others." You know that is found in the Bible.

Having conversations about Jesus is a part of being a healthy church member.

Good questions and a review of what is being said will guide any conversation you find yourself in.

# Learn How To Ask And Listen

## Let's talk about it.

Have you ever had a conversation, and after a few minutes, you knew the person was not listening to you but was ready to pounce with their view as soon as there was a pause? Have you ever conversed with or listened to a speaker and been a million miles away? Do you remember being in a conversation and genuinely knowing that you were heard even if there was disagreement?

## Learning to listen

We have all been there listening to someone drone on about the latest vacation and have not been engaged in the conversation. This lesson will help you always be an active listener and to help you avoid the pitfalls of narrative listening and passive listening. In using questions for evangelism opportunities, we must be engaged in every conversation we have. Why? Conversations are the most fundamental mode of communication that God has given us; if done well, they reveal so much about people's beliefs.

You may ask, where do I get this idea? We don't have to go but three chapters deep in the Bible to see God enter into a questioning conversation with the first two humans He gave life on His excellent earth.

## NOTES:

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## The Main Thesis

We must have a biblical understanding of questions, and learn how to listen to responses from unbelievers.

## Genesis 3:10-11

But the Lord God called to the man and said to him, "Where are you?" [ And he said, "I heard the sound of you in the garden, and I was afraid, because I was naked, and I hid myself." 11 He said, "Who told you that you were naked? Have you eaten of the tree of which I commanded you not to eat?"

In two verses, God asks Adam three questions, bringing out a different layer of Adams's altered beliefs. Genesis 3:8 gives us a picture of the routine that God had with His creation He made in His image. He spent time walking with them and communicating with them. This day was different; they ran to hide when they heard God walking nearby. God calls out with a question, where are you? Adam shows the first belief change:

1. He Was Afraid
2. He Was Naked
3. He Hid

# Learn How To Ask And Listen

## Genesis 3 (continued)

Let's take these one at a time. He had never been afraid before when naming the animals, and God was there. When God gave him a helpmate and God was there. That one question asked by the creator forced Adam to review something new but distorted. He was afraid. Questions, when asked, reveal a lot about a person's heart. Sometimes they have never verbalized out loud. He also was naked, and he hid. It was his sin and shame that made Adam hide.

People hide behind their broken beliefs, and we need to expose them to how damaged they are; this is a step to help them understand their need to repent and believe the Gospel. Adam's heart is fully displayed when God gets to the third question. He blames two people:

1. He blames God.
2. He blames Eve.

He does not take responsibility for his actions. He does not take responsibility for the change inside him because of his sin. The blame game still plagues people's hearts and minds today.

## The Main Thesis

We must have a biblical understanding of questions, and learn how to listen to responses from unbelievers.

As long as they blame someone else, they don't have to deal with the actions that come from broken beliefs. However, the questions show Adam there is a problem inside of him. That's why he was afraid instead of excited to see God, that's why he hid instead of walking toward his Creator, and that's why he blamed instead of taking accountability for his actions.

Questions will never change people, but they will show them what needs to be changed. We are to ask, listen and lead them to the truth-while continually staying in their life if possible-and the Holy Spirit does the rest. John 16:8 reads, "And when he comes, he will convict the world concerning sin and righteousness and judgment."

Now let's look at our three types of listeners and then at Jesus and His active listening. As I said earlier, there are three types of listeners two we want to avoid, and one is the example to strive for. Narrative listeners will ask narrative questions.

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# Learn How To Ask And Listen

## Narrative Listening & Questioning

In the passage below, the people refused to listen to Jeremiah and said they would listen to their own words. Notice how narrative questions pull out honest beliefs.

“As for the word that you have spoken to us in the name of the LORD, we will not listen to you. But we will do everything that we have vowed, make offerings to the queen of heaven and pour out drink offerings to her, as we did, both we and our fathers, our kings and our officials, in the cities of Judah and in the streets of Jerusalem. For then we had plenty of food, and prospered, and saw no disaster.” (Jeremiah 44:16-17)

When people mock you and scoff at you for what you believe, pray for God to open their eyes so they can see the truth. When people listen to you narratively (with an agenda or ax to grind against what you believe), they will ask silly questions. Pray, maybe not quite the way Israelites did, but still pray and allow God to help you navigate the silly questions to get back to the heart issue they inherited from our father, Adam.

## The Main Thesis

We must have a biblical understanding of questions, and learn how to listen to responses from unbelievers.

It is vitally important we are not narrative listeners because whoever listens the best will control most of the conversation. The narrative listener will permanently lose control of the conversation because they are not able to follow the conversation because of the illusion of control because of the narrative they want to force down someone’s throat. Active listeners know a conversation is organic before they start and can relax. Understanding all truth is God’s truth gives you the ability. **Don’t be a narrative listener.**

You may be thinking, but that is what you do when you share Christ or open-air preach? You are shoving your belief down someone’s throat. No, it’s not. “Jesus says you will know the truth, and it will set you free.” (John 8:32). We are giving someone the privileged opportunity to engage with the truth with broken views to give them a chance to see their need to repent.

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# Learn How To Ask And Listen

## Passive Listening

I am still actively purging this from my life. The majority of listening passively comes from pride. Insert thought bubble while listening: "This person has no clue what they are talking about. This is a waste of my time. Are you out of your mind? You believe that?" Lean in and ask God to gently humble you to help you navigate this conversation to the truth in the scriptures.

Peter got the case of being a passive listener because of his pride, thinking he knew better than the God/Man Jesus.

"Now when Jesus came into the district of Caesarea Philippi, he asked his disciples, "Who do people say that the Son of Man is?" Simon Peter replied, "You are the Christ, the Son of the living God." (Luke 16:13;17)

If Peter had just kept listening and accepted what the God-man was telling him, he would've been fine, but pride got the best of him—insert ourselves at times. He tries to rebuke God. Jesus, in return, rebuked him because he failed to listen to the master teacher: Jesus.

## The Main Thesis

We must have a biblical understanding of questions, and learn how to listen to responses from unbelievers.

Every day will be a battle not to listen passively. What helps is learning to review the conversation like Columbo did. Let your internal Columbo fight your passive listening.

Columbo always returned for one more question, "you said you dropped the clothes off on Saturday at 7 am, but the receipt shows that it was Saturday at 5 pm. Where were you the other ten hours of the day?"

None of us will be part of solving a murder—or at least I hope—but we can still use Columbo's principle. When actively listening, we can't be passive because their statements will lead to another question or an opportunity to give the truth of scripture.

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# Learn How To Ask And Listen

## How Jesus Actively Listened

Columbo and Jesus have in common that they reviewed what was being said. Jesus even reviewed what people knew by using the content of the questions they asked.

The woman said to him, "Sir, you have nothing to draw water with, and the well is deep. Where do you get that living water? 12 Are you greater than our father Jacob? He gave us the well and drank from it himself, as did his sons and his livestock." (John 4:1-12)

Jesus knew from this question and answered that she knew that people needed the right tools to be ready for the exhausting work of drawing water. Jesus said to her, "Everyone who drinks of this water will be thirsty again, but whoever drinks of the water that I will give him will never be thirsty again. The water that I will give him will become in him a spring of water welling up to eternal life." (John 4:13-14)

From listening actively, he could use her question to appeal to what she knew- drawing water is hard. Then in return, he turned her to the spiritual by using her question and the flow of the conversation to springboard her to the spiritual reality He was teaching.

## The Main Thesis

We must have a biblical understanding of questions, and learn how to listen to responses from unbelievers.

Another instance is where Jesus answers a question by reviewing what the person said, and then gives more truth layered on top. John 18: Then Pilate said to him, "So you are a king?" Jesus answered, "You say that I am a king. For this purpose I was born and for this purpose I have come into the world—to bear witness to the truth. Everyone who is of the truth listens to my voice." Pilate said to him, "What is truth?" (John 18:37-38)

He reviews what Pilate asks in his question. He states that what Pilate said about Him being a king is true. He then adds another layer. He came to bear witness to the truth, and everyone who is of the truth listens to my voice.

He answers Pilate's question so thoroughly that he forces Pilate into a mental dilemma that causes him to ask the last question. **What is truth?**

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# Learn How To Ask And Listen

## Three Application Principles

1. Review what is being said by the other person so they are reassured of what was said and that you were listening.
2. You bear witness to the truth; don't take that lightly.
3. People must be confronted with the truth to compare it to their broken beliefs.

People must leave our conversation at a minimum, questioning what they believe compared to the truth you gave from the scriptures. As I close this lesson, you see now how important it is to ask good questions about the conversation. I emphasized how not to be either a passive listener or and narrative listener. Jesus used questions and reviewed what was said to point people to the truth.

So go on Columbo, go out and ask some questions, listen to what is said, review for the person or persons listening, and give them some truth. Here are some questions to start with.

## The Main Thesis

We must have a biblical understanding of questions, and learn how to listen to responses from unbelievers.

- Hand out our Man tract and ask. What do you think is the biggest problem with the human race?
- Hand out our God tract and ask. What is your view on God?
- Hand out our \$100 question tract and ask "are you going to heaven?"
- Hand out our golden ticket tract and ask, are you good enough to get to heaven?

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# Learn How To Ask And Listen

## Looking ahead.

In our next class, we will learn what other questions can help us relax and enjoy our conversations.

1. How did you come to that conclusion?  
What do you mean by that?
2. What you just said was...

## The memory mandate.

Work on memorizing James 4:1, and Proverbs 15:1.

## The Main Thesis

We must have a biblical understanding of questions, and learn how to listen to responses from unbelievers.

## Further study

Look up Jeff Durbin and Jordan Peterson

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# What Questions Can Do

## Let's talk about it.

1. When was the last time someone asked you a meaningful question about yourself and listened?
2. Did it make you feel valued as a person?
3. How did you view the person asking the question?

## Gospel conversation goals

What is our goal in gospel-centered conversations? We want to guide the conversation to the Gospel. That is what I am teaching you to do in this lesson.

With the amount of fear Christians put up with because of the pressure of the culture and the deception of their hearts. Let me say just a few things to help encourage you. You have nothing to be scared of. Truth is on your side. Everyone else has inconsistent worldviews, not you. I want you to begin trusting God, who has revealed the truth. Just relax and genuinely enjoy your conversation with the image-bearer of God in front of you.

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## The Main Thesis

Asking people questions gives the conversation an on-ramp to start and can expose people to what they believe and how it is insufficient compared to the truth.

In this lesson, we are going to see how Jesus asked a question that gave Him an on-ramp into what the disciples believed about Him and all the other people they were listening to beliefs about Jesus. Notice in the text what Jesus is doing. He starts with a general question to get them talking, then asks a specific question. This is a good model for us to imitate when conversing with people.

“Now when Jesus came into the district of Caesarea Philippi, he asked his disciples, “Who do people say that the Son of Man is?” (Matthew 16:13)

1. Jesus asks a **general question**: What do most of your friends or family believe about God? You can swap the previous underlined word with religion, spirituality, truth, morality, life after death, and eternity. This is just a safe generic question to start the conversation moving in the direction you want.

# What Questions Can Do

## Gospel conversation goals (continued)

If you have never asked any of these questions, you will see where our culture is at quickly. Don't let it shock you. We live in a godless culture that needs the truth of Jesus Christ. In verse fourteen, the culture of Jesus' time misbelieved who Jesus was. Some people thought He was John the Baptist. Some believed He was Jeremiah. Some thought He was Elijah. If confusion abounded throughout history, then it does today.

He said to them, "But who do you say that I am?" (Matthew 16:15)

2. **Jesus asks a specific question:** We see from the text that Jesus is now shifting from the general to the specific by asking what the disciples believe. At this point of your conversation, intimate Jesus. Ask a specific that will force the person you are talking with to share what they individually believe. What is your view of God? You can swap the previous underlined word with religion, spirituality, truth, life after death, and eternity.

Think about it; you are showing concern for the person. This will open people up to talk and share with you.

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## The Main Thesis

Asking people questions gives the conversation an on-ramp to start and can expose people to what they believe and how it is insufficient compared to the truth.

With this specific question, "what is your view of God," you set the stage for them to share what they believe in detail.

## Some will not want to talk

Some will not want to talk as you walk this road of having gospel-centered conversations. It is not you, but people will not want to take that leap to have a spiritual conversation. You keep moving, and God will bring a willing person to share what they believe. Don't be easily offended or take it personally if they don't want to talk. Everyone turned their backs on Jesus, and as He hung on the cross, He stated, "Father forgive them, for they know not what they do." That is our example of commitment and dedication that we should have to the human race on behalf of Jesus. We are his ambassadors of reconciliation. We must have thick skin. I need to say something about the opposite side of the spectrum too.

# What Questions Can Do

## Some won't stop talking

Some love to hear themselves talk. They will ramble on about what they had for dinner last night, their favorite TV show, and anything that runs through their brain once they start talking. Reminding them of your question will help keep them on track and keep the conversation moving in the right direction.

If the person eventually will not give you a word after a current period—that you will have to determine—graciously bow out of the conversation.

## Who guides the conversation?

Remember, the person who asks the questions and listens will guide the conversation.

If you keep asking questions, eventually, people will begin to see what they believe in a sincere light. Sometimes some have never had to articulate what they believe in such great detail that your questions have forced them to do in real life. Sometimes people have never had the right person to take the time to listen and, in return, give them the space and freedom to articulate what they believe.

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## The Main Thesis

Asking people questions gives the conversation an on-ramp to start and can expose people to what they believe and how it is insufficient compared to the truth.

## What if you get stuck?

What do you do when you don't know where to go after someone has shared? You can always use this Four-step question method to keep the conversation moving. Here are the three questions that, if asked in order, will keep the conversation moving and land on the foundational platform that will show the person the need for the Gospel in the Christian worldview.

### **STEP ONE:**

Try to find common ground or give a compliment. If I am talking to a Muslim, I will celebrate that he and or she and I have the same moral underpinning as the Ten Commandments. Suppose the person is kind and willing to talk. Tell them how much that means to you as a person.

# What Questions Can Do

## What if you get stuck? (continued)

### STEP TWO (Question):

What do you mean by that? For example, if the person says they just grew up believing that there is an eightfold path that leads to enlightenment, like Buddha. What do you mean by that question can be formulated like this: What do you mean by someone being enlightened by the eightfold path?

### STEP THREE (Question):

How did you come to that conclusion? In my step one scenario, we see that this person grew up believing this and maybe never got to this step two question. When asking them how they came to that conclusion? We allow them to explain their thought process and the reasoning behind their belief. This is where you will hear the core of their belief, and the inconsistencies will begin to show compared to the truth. Remember, you don't have to remember all their points; pick one or two things to expose the truth of God's special revelation to us all.

## The Main Thesis

Asking people questions gives the conversation an on-ramp to start and can expose people to what they believe and how it is insufficient compared to the truth.

### STEP FOUR (Question):

This is where you will expose the inconsistencies to the light of God's special revelation in the Bible. For Example, Buddhists believe life is full of suffering because of our desires. Denying ourselves these desires will bring us to Nirvana. How could you live your belief out? How can we determine what desires are wrong if we have no objective truth?

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# What Questions Can Do

## Expose the truth

We must expose everyone we talk with to this reality of our insufficient nature compared to a perfectly holy, a powerful, and all-knowing God.

“Where were you when I laid the foundation of the earth? Tell me, if you have understanding.” (Job 38:4)

It’s when you get people to this point. They begin to see that this is a process and that you are just a link in a chain in the whole process of this person coming to saving faith in Christ by repenting of their sins and placing faith in Jesus.

Example continuing the conversation above. Some desires are evil, but not all. We can only tell by comparing our desires to God’s objective word revealed to all of us. Seeing God’s revealed truth is for everybody, but they must read it and begin to believe the truth revealed in the Holy Bible.

“What is the source of quarrels and conflicts among you? Is the source not your pleasures that wage war in your body’s parts?” (James 4:1)

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## The Main Thesis

Asking people questions gives the conversation an on-ramp to start and can expose people to what they believe and how it is insufficient compared to the truth.

We need to talk about the cross and how Jesus came to die for our sinful lust and desires. This is a common language that the person holding this belief would understand.

## Application principles

- Jesus asks a general question: What do most of your friends or family believe about God? (Matthew 6:13)
- Jesus asks a specific question: What is your view of God? (Matthew 6:15)
- Try to find common ground or give a compliment. If I am talking to a Muslim, I will celebrate that he and or she and I have the same moral underpinning as the Ten Commandments.
- Ask questions that demand clarification. What do you mean by that?
- Ask questions that make people summarize. How did you come to that conclusion?
- Exposes their inconsistencies to the light of God’s special revelation in the Bible.



# What Questions Can Do

## Looking ahead.

Questions help people see their underlying assumptions, and rightly timed and stated questions will sometimes confound people.

## The memory mandate.

Memorize James 1:19-20.

## The Main Thesis

Asking people questions gives the conversation an on-ramp to start and can expose people to what they believe and how it is insufficient compared to the truth.

## Further study

Read Matthews 6:25-34. How many questions did Jesus ask? What did he want people to see through His questions?

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# How Questions Can Expose

## Let's Talk About It.

1. When was the last time you asked someone a question, and they admitted they have never thought about that?
2. What was the last conversation you were in, and the conversation took a good turn that you were not expecting? What was it that made the conversation turn?
3. Have you ever asked a question, and the person did not know how to answer you?

## Helping people contemplate

"And behold, a man came up to him, saying, "Teacher, what good deed must I do to have eternal life?" And he said to him, "Why do you ask me about what is good? There is only one who is good. If you would enter life, keep the commandments." (Matthew 19:16-17)

This is Jesus' encounter with the rich young ruler. We can learn two things from the question the rich young ruler asks.

First, he thought Jesus was just a rabbi and not the Son of God. Second, he thought there was a secret formula of goodness that would grant him eternal life. Notice how Jesus responds. He gives a question with a follow-up response.

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## The Main Thesis

This lesson will show us how questions will expose and humble people to their presuppositions.

The question addresses what the rich young ruler thought about. In the question, Jesus frames it to present God as the only truly good person, not some traveling rabbi- this is what the rich young ruler thought about Jesus.

Principle one from this section of scripture: to take away that we can use in our questioning evangelism. Our questions sometimes help people contemplate what they believe. Jesus questioning the rich young ruler helped him realize how he viewed Jesus. The rich young ruler wanted to prove to this traveling rabbi that he was good enough to get into heaven because he had kept the law as any good Jew would.

However, as the conversation continued, he saw sadly what Jesus was asking of him. He was unwilling to put God over all of his possessions. If you read the whole encounter, the young rich young ruler left downcast but no longer deceived by his self-imposed goodness.

# How Questions Can Expose

## Helping people contemplate

Principle two from this section of scripture: sometimes our questions will expose people to who they are and what they are unwilling to change. I have had many conversations over the years, and toward the end of the conversation, people tell me they don't want to give up their sin or are unwilling to change because they love their sin. Some even say the Bible is wrong.

A question asked the right way and at the proper time can sometimes confound people who want to ridicule and mock.

And Jesus said to them, "Whose likeness and inscription is this?" They said, "Caesar's." Then he said to them, "Therefore render to Caesar the things that are Caesar's, and to God the things that are God's." When they heard it, they marveled. And they left him and went away. (Matthew 22:20-22)

This is not a lesson in turning all our money in to the federal government. There is a much bigger lesson being taught here. Listening to people allows you to determine if they want to discuss the truth.

You will be able to tell if they want to give an I got you a statement and then walk out of the conversation.

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## The Main Thesis

This lesson will show us how questions will expose and humble people to their presuppositions.

Jesus knew these people's hearts. Read verse eighteen, but Jesus, aware of their malice, said, "Why put me to the test, you hypocrites."

We don't have the privilege of knowing people's thoughts and hearts. That is why we have to ask questions. Look at how Jesus turned their tax question back on them. He addresses their question with a question. Watching someone interact with you and the people they are with will tell you much about the conversation and where it is heading. This is when it is good to ask a question to a question.

**Here is an example:** I was at the mall sharing the Gospel with a group of young men. As I talked with one young man, he pointed to his friend and said, "you need to talk with him and ask him if he is good." I answered his statement, which was him discussing a question I gave him, by rephrasing the original question; I gave him another way. The first question was, are you good enough to get to heaven? The rephrase was, is your soul right with God?

# How Questions Can Expose

## Helping people contemplate (Contd.)

The conversation continued; both young men admitted they were not right with God and heard the Gospel of Jesus Christ. That does not always happen; like in the case of the above text, they walk away. Be willing to ask questions about what, why, how, when, and where.

Questions can peel back the layers to help people see their presuppositions and allow you to share your testimony.

## Sharing your testimony

*Why is it thought incredible by any of you that God raises the dead? (Acts 26:8)*

The Apostle Paul appeals to the presuppositions of some of the leaders of the Jews people. However, at the same time, when he asks the question, it also exposes people to what their presuppositions are about life after death. This is what a good question does. It pulls back the layers and gets people to their underlying assumptions and World Views.

## The Main Thesis

This lesson will show us how questions will expose and humble people to their presuppositions.

*And when we had all fallen to the ground, I heard a voice saying to me in the Hebrew language, 'Saul, Saul, why are you persecuting me? It is hard for you to kick against the goads.' (Acts 26:14)*

As Paul shares his testimony with Agrippa, he shares the question that Jesus asked him. When you are sharing your testimony, you can share how the Christian belief began to answer the questions that you had about the problem of evil, morals, etc. Jesus asked the question and told Paul to quit beating his head against the wall. Share how you became humbled and how Christianity answered the big question that other beliefs can't.

*King Agrippa, do you believe the prophets? I know that you believe." And Agrippa said to Paul, "In a short time would you persuade me to be a Christian?" And Paul said, "Whether short or long, I would to God that not only you but also all who hear me this day might become such as I am—except for these chains." (Acts 26:27-29)*

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# How Questions Can Expose

## Sharing your testimony (Continued)

Some questions come from the confidence that the truth gives. Look at how Paul answered King Agrippa: He said, "I know that you believe." When someone uses the truth that Christianity exclusively gives, ask the question. Why are you acting like a Christian? Quit acting like one and become one. This is a creative way to use Paul's principle in his question-and-answer session with Agrippa. You show them that Christianity allows them to be rational, logical, and moral. When they make moral statements, use logic, or make coherent sentences through their thought process, they are robbing from the Christian World View.

We want them to stop using Christian principles only and repent, place faith in Jesus, and become Christians, not just use our principles that make life consistent and meaningful.

## Memory mandate

Acts 26:27-29

## For further study

Greg Koukl, Tactics

## NOTES:

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## The Main Thesis

This lesson will show us how questions will expose and humble people to their presuppositions.

## Principles to take away

- Asking questions appeals to the person's presuppositions and reveals them
- Share your testimony and how Christianity answered the big questions that other beliefs can't
- When someone uses originally exclusive Christian truths, ask, "Why are you acting like a Christian? Quit acting like one and become one."
- Be willing to answer a question with a question
- Read how the person is acting and responding to the conversation and the friends that are with them
- Sometimes, asking by slightly rephrasing the questions are helpful
- Ask the why, what, how, when, and where questions are helpful

## Looking ahead

Rightly phrased questions guide the conversation. Sometimes, someone's question can have truth that needs to be exposed.

# Look At What Questions Reveal

## Let's Talk About It

- When someone told you they were a Christian when you witnessed to them, did you ask any other follow-up questions?
- How do you view asking questions in a conversation? Are they important to you?
- Do you realize that asking questions allows people to understand what they believe compared to the truth?

## Taking a different path

My wife and I once went on vacation to Vero Beach, Florida. The hotel we were staying at had bikes that you could use. We grabbed the bikes and pedaled off down the road on an adventure. We turned down a road my wife had never been on, and she is from the area. The road was Lady Bug lane. It was full of live oak trees whose aged branches drug the ground, and flowers and shrubs lined beautifully manicured lawns. There was so much to learn and enjoy our first time down ladybug lane.

Asking questions in conversations is just like a person either driving or pedaling down Lady Bug Lane for the first time. Every question takes you down a new road with the person you are talking with. You are going to learn what they believe about what you have asked.

## NOTES:

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## The Main Thesis

This lesson will look at what the right questions reveal when asked at the right time.

However, you must be willing to get into a conversation and ask good questions that lead the discussion. We must be curious about getting to know someone and how they think and view the world. We must be interested and willing to invest our time in this person's life. Our concern for the person's eternal well-being must be the very things that drive us.

## "I'm a Christian . . ."

How do we ask the right questions to someone who says they are a Christian? I have shared the Gospel on College Campuses in the Southern States of America for almost two decades now. So many students have said they were Christian. However, as I continued talking with them, I discovered that most knew nothing about fundamental Christianity in the Bible. After too many conversations to count, I began asking a few follow-up questions that helped lead the discussion in a direction that would challenge the person in what they said versus what they knew.

# Look At What Questions Reveal

## "I'm a Christian . . ." (Continued)

Here is a good question that I have used to find out what they knew about Christianity and the Gospel found in the Bible. I ask if you don't mind could you share the Gospel with me?

When you ask your co-worker, family member, or friend this question, listen to them and what they say. You are not there to beat them over the head with your Billy club if they don't articulate the Gospel like a seasoned theologian from Westminster seminary; nevertheless, they should give the elementary basics of the Gospel if they are a believer. God sent Jesus to live, die, and resurrect for the sins that man had committed against him. We must repent and place faith in what He did on our behalf.

## Questions can lead to truth

Others who don't know Christ need to be exposed to the truth, and sometimes their questions serve as a springboard.

I want to look at the woman at the well with Jesus. This is a lengthy conversation that goes on from John 4:7-30.

## The Main Thesis

This lesson will look at what the right questions reveal when asked at the right time.

There are no questions in this conversation except for a few random thoughts in the disciple's minds in verse 27 that never get asked (what do you seek? Why do you speak with her?) and one question by the woman at the well that I want us all to pay attention to.

We need to focus on the statement before the question to understand the heart of her question. Let's look at the whole verse:

*Come, see a man who told me all that I ever did. Can this be the Christ? (John 4:29)*

The statement before the question in this verse is a cliff notes summary of the previous twenty-two verses. Jesus Christ exposed her five marriages and the adulteress relationship she was currently in.

By doing this, He showed her that He was no ordinary person. However, she still struggled to comprehend who was standing in front of her-Christ.

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# Look At What Questions Reveal

## Questions can lead to truth (Contd.)

Nevertheless, I don't want us to focus on that, but I do want us to focus on the truth that can be in unbelievers' questions. The woman at the well asked, "Can this be the Christ"? It may not be phrased quite that way when you are in a conversation, but it may be something similar. Do you only think there is one way to God with all the other religions out there? Do you believe there is only one God? I know there has to be a God out there, but how do I know which one it is? How do I know what truth is?

All these questions serve as great springboards to share the truth God has revealed to all humanity. These questions allow you to give sound doctrine and then to ask more questions that expose people to their broken insufficient World Views.

For example: Do you think there is only one way to God with all the other religions? I am glad you believe there is one God, because he has revealed this truth for us to believe. (John 14:6) Look at the common ground God gives you.

## The Main Thesis

This lesson will look at what the right questions reveal when asked at the right time.

*"There are idols that we should not worship hence why there are all these other religions (Psalms 96:5), and if there are different ways to God, then Jesus' death was just a cruel joke that has no value because God can be accessed some other way."* Now is the time for a more profound question to be returned to them. "So, what holds you back from believing that truth that God has revealed in His word to all of us?"

Listen out for questions when they come your way. The truth inside some of them can serve as an excellent springboard for more profound, more Gospel-focused conversations.

The next section of scripture is not just a springboard for the truth but also a truth that needs to be exposed. Sometimes questions come our way that need to be reiterated. In the scripture section, Jesus exposed Pilate to what he said. Let me show you what I mean.

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# Look At What Questions Reveal

## Point out the truth

And Pilate asked him, "Are you the King of the Jews?" And he answered him, "You have said so. (Luke 23:3)

The question came Jesus' way, and He reminded Pilate of his spoken words. This is a masterful way to use a person's question to show the truth. Jesus tells Pilate that what he asked had the truth and that everyone, including Pilate, should believe.

Let's say you are having a conversation with someone either you have just met or a lifelong friend, and they ask, "you don't believe Jesus is the Messiah of the world, do you?" The answer is, "well, you have just said so." Please give it some silence and let it hang out there for a while. If it was good enough for Jesus, it should be good enough for us to use as a tool in our toolbox. You should not pull this out every time you have a conversation; however, it can help redirect the conversation to allow you to gain control if someone is trying to ask a question to silence the truth.

## The Main Thesis

This lesson will look at what the right questions reveal when asked at the right time.

## Ask those you know

We can ask people we have known for a while if they are unbelievers. Ask, what do you think Christians believe about God? What does a Christian believe about salvation?

This will let you know how well you have done, either communicating the truth, or how well that person has listened to you in past conversations.

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# Look At What Questions Reveal

## Application principles

- Remember to look at every conversation as an exciting adventure
- Ask the right questions to someone who says they are a Christian. Could you share the Gospel with me?
- Sometimes, their questions serve as a springboard to the Gospel.
- Remind them of the truth statements they make and make sure they see where their feet are standing. (Luke 23:3)
- The belief that people hold will determine some of the questions that will be used.

## Memory mandate

Memorize Luke 23:3.

## For further study

Listen to the Apologia Radio Podcast.

## The Main Thesis

This lesson will look at what the right questions reveal when asked at the right time.

## Looking ahead

I will cover dealing with long-term relationships and how to share the Gospel the third and fourth time.

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# Questions For Intimate Settings

## Let's talk about it

- Have you ever witnessed to someone one time who is in your life regularly but often wondered how do I bring it back up the second or third time?
- When was the last time you conversed with a hard-to-love person? How did it go?

## Followup conversations

So what about the fourth or fifth attempts at trying to talk to someone about Jesus.

We all have groups of people that we do life with. Some are unbelievers, and others are believers. How do we bridge the gap with unbelievers? I encourage in this lesson to ask open-ended questions that may seem basic. Still, sometimes humans need to relearn the most basic communication methods to master conversations. Nevertheless, simple questions will give a conversation direction and purpose. I will start with the people we have witnessed to at least once. The first conversation went well, but they are still not believers in Christ; how do you start a Gospel-centered conversation with them again?

## NOTES:

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## The Main Thesis

You will learn how to use questions in intimate and semi-intimate social settings.

When you are spending time with them, ask them; where are you at with what I shared about Christianity last time we were together? You are not going to beat the door down but gently knock to see if they will open that section of their belief again. This should not be awkward or weird.

They know you love Jesus; therefore, you are asking if they are willing to talk about what you love. You don't have to state it just like I worded it but make the question your own. Let it fit who you are and the truth that means so much to you.

## Patient. Prayerful. Persistent.

Patience and prayer for unbelieving people in our lives cannot be over-emphasized. I want to talk about patience in being around unbelievers. Some people call it wasting time for the Gospel. However, if it is for the Gospel, it is not wasting time because it has a kingdom focus.

# Questions For Intimate Settings

## **Patient. Prayerful. Persistent.** (Contd.)

When we are around someone enough, and they get to know us, they will begin to understand us better, and we will start to know them. I have been sitting on the couch at my neighbor's house, and they suddenly ask questions about the Bible and how it compares with what Islam teaches. I have been around my neighbors, and they have asked my wife and me parenting questions. I could point them to the beauty of the Gospel of Jesus in each of these situations.

I have been watching T.V. with a neighbor, and they begin telling me about how they think about death and how bad the world is. It gave me another opportunity to talk about the Gospel. Being patient and praying while we wait—that God opens the door to talk about Jesus—and listening is so critical. You show interest in people and keep asking questions; they will open up and talk with you more than you would imagine.

Not only should we only be patient and prayerful. Persistence is vital, and not allowing your life to get so busy that you don't have time to be in people's lives again and again.

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## **The Main Thesis**

You will learn how to use questions in intimate and semi-intimate social settings.

Investing in people's lives will reap eternal dividends if we are willing to be persistently present, pray, and patiently share the Gospel with them as the doors open. Sometimes people's lives open to us when we give gifts showing our love and appreciation for them.

Giving gifts is another way to show Christian charity and show someone that you care for them. It is one more tool to put in your tool belt in ways to open someone to the Gospel truth.

## **People who argue**

It may be a loved one you have to be around at family gatherings, but being around them is so hard. Why not make the most of the opportunity by asking questions and see what happens. Grumpy harsh opinionated people sometimes will not give you a chance to talk, but asking a question may allow you to guide their verbal rage in the right direction. Here is a few questions that may work. Hey, it's worth a shot.

# Questions For Intimate Settings

## People who argue (Contd.)

It depends on what the person is always talking about. Fill in the blank with what they love to talk about. What do you think the Bible says about \_\_\_\_? (Homosexuality, drunkenness, pornography, greed, lying, idolatry, love of money, gender identity) Have you ever read what the Bible says about it? Can I read it to you? If they snap back and say I don't believe this book, it is full of make-believe stories.

Ask another question. What stories in the Bible do you think are make-believe? We also have a curriculum on the top five common objections to the Christian faith that will help you address their objections to the trustworthiness of the Bible and four more common objections. Sometimes these types of people will talk sometimes; they will not. Always go into these conversations with prayer and a massive amount of patience.

## Semi-intimate groups

We have all found ourselves at parties where a few people are the talkers, and everyone else is orbiting like planets around the gravitational pull of their conversation.

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## The Main Thesis

You will learn how to use questions in intimate and semi-intimate social settings.

The conversation may be political, and they may begin to bash either religions or Christians for all the social problems in the world. Or they may kindly disagree with organized religion in general. If this group comprises just a few people, you should easily find a pause in the conversation. I suggest asking the person talking what your absolute authority. Or, by what standard do you disagree with religious organizations?

The follow-up question if you need a point clarified is; what do you mean by that? Then finally, how did you finally come to that conclusion? More often than not, the person will begin to contradict themselves.

The question to ask is how do you reconcile what you say you believe with what you just agreed to?

# Questions For Intimate Settings

## Semi-intimate groups (Contd.)

Example: Tom, "people make up their morals." You, "how did you come to that conclusion?" Tom, "Look around. People decide what is morally right and wrong all that time." You, "the guy in the elementary school in Texas, thought it was right for him to murder those innocent children. What do you think?" Tom, "now that was wrong, and we all know it." You, "I agree we all know that is wrong, but how do you reconcile what you say you believe (everyone has their own morals) with what you just agreed to ( the guy in Texas was wrong)?"

We don't want to shame them in front of a group of people, but we do want them to leave the conversation humbled by the absolute standard of God's moral law. It is wrong to murder. Jesus says if we have just been angry, it is like we committed murder. Have you ever been angry?

## One-on-one conversations

This type of thinking can also be brought into one-on-one conversations. Christians have nothing to be ashamed of. We can ask questions and let people answer them.

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## The Main Thesis

You will learn how to use questions in intimate and semi-intimate social settings.

Remember, all truth is God's truth. The truth is on your side, and you can have confidence and boldness in the great God your serve. It is everyone else; unfortunately, they are on sinking sand.

## Takeaway principles

- When having the second, third, or fourth Gospel conversation, remember to use the question. Where are you at with what I shared about Christianity the last time we were together?
- Being patient, prayerful, and persistent is sometimes all you need to see someone come to Christ.
- In one-on-one conversations or group settings, it is good to ask what their absolute authority is. Then follow up with how did you come to that conclusion?
- Dealing with that hard-to-love person by asking, what do you think the Bible says about that topic? Can I read you what it says? If they reject the Bible, go to the Top Five Common Objections.

# Questions For Intimate Settings

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## Memory mandate

Memorize Mark 8:34.

## Looking ahead

- I look at how to navigate hot-button issues with questions
- How to start conversations at different locations with specific questions

## The Main Thesis

You will learn how to use questions in intimate and semi-intimate social settings.

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# Questions For General Settings

## Let's talk about it

- Have you ever been called homophobic for your Christian views?
- How did you respond?
- Have you ever invited the checkout clerk at Wal-Mart to church? Did they come?

## Hot button questions

Hot-button issues are not in short supply in our culture. Everyone is on edge, and our culture is more divided than ever. There is no better time to ask a question than when someone brings up a hot-button issue like transgender rights or Critical Race Theory.

### HOMOSEXUALITY

In our culture, sometimes the conversation will come to us, and we need to be ready to ask a question to focus people back on the truth of the Bible. People come up to me and ask me what do you think about homosexuality when I am out witnessing. I share that it does not matter what I think or what you think about the topic. What do you think the God that created us both thinks and reveals about it?

I then take them to Romans 1:24-27 and let them read it aloud and ask what unnatural and natural mean.

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## The Main Thesis

This lesson will cover what questions to use in general social settings and hot-button issues.

### GENDER IDENTITY

This is a growing topic in America and will continue to become a hot-button issue as people embrace gender fluidity. Dealing with people who embrace gender fluidity from what they are naturally assigned by God, their creator, during development in the womb can be done with this question. How did you decide people determine for themselves what their gender is as being correct? This type of question can be used for any hot-button issue, like political issues, Critical Race Theory, etc.

We always want to use an acquisitive tone. This will go much further for the sake of the Gospel. The person you are talking with may be attacking you, but you can keep yourself together because remember that your God is the God of all truth. Absolute truth will always be on your side.



# Questions For General Settings

## Questions for other situations

Here are some questions to ask in other places we frequent. I hope this gets your creative juices flowing. As you come up with more questions, please pass them along. You can send them to us at [officegospelgm@protonmail.com](mailto:officegospelgm@protonmail.com).

Suppose I am in a restaurant when the waiter or waitress takes our order after they are done. I ask them how I can pray for them. Almost every time they share something, I can pray for them. They are usually swamped, and most of the time, I don't get to share the Gospel with them; however, I leave them a good tip and a Gospel tract.

When I am at the check-out counter, I try to read the cashier's name tag and ask how they are doing. The next question could be, do you go to church anywhere? If they say no. You could invite them to visit your church and leave them an invitation card.

## Memory mandate

Memorize John 8:32.

## NOTES:

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## The Main Thesis

This lesson will cover what questions to use in general social settings and hot-button issues.

## Application principles

- There is no better time to ask a question than when someone brings up a hot-button issues.
- There are questions that you can tailor-make for any setting.
- We have to remember to have a questioning mindset when entering conversations and settle in our hearts always be willing to speak the truth regardless how unpopular it is.

## Looking ahead

- You will learn how to navigate a conversation where a person asks many different questions and several objections.
- You will learn to use questions to point people to the absolute truth.

# Questions That Show Truth

## Let's talk about it

- How often do people you talk with reject absolute truth?
- Have you ever had someone who will not stop with their objections to let you respond?

## Dealing with objections

Whenever a conversation turns into someone unloading both barrels on you and not stopping with their objections, you don't have to answer all of their flurry of objections, pick one of them you can remember, and wait for a pause to respond.

Remember to keep praying quick prayers under your breath to help you remain engaged and listen well. God will allow one of their objections to stick in your head. If not, you can ask this question; you have brought up several objections and questions I can only answer one at a time; which do you want me to answer first?

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## The Main Thesis

learning how to deal with a flurry of objections at once and the importance of showing everyone's need for absolute truth.

Sometimes they will be so confused that you will have to help them remember their points or questions. When you respond to their objection, you always want to bring them back to the necessity of absolute truth. Sometimes you can remind them how they appealed to it at several points in their monolog with you. You can challenge them to quit talking like a Christian (using statements with moral absolutes embedded in them) and become one through repentance and faith in Christ. Do this with a smile on your face!

## Fleeting acceptance of truth

Absolute truth has become something that no one believes—except monotheist. However, the fabric of creation is made of basic unchanging laws that allow the opportunity for life. It is the same way with absolute morals. God has graciously put them in place for us to know what is right and wrong.

# Questions That Show Truth

## Fleeting acceptance of truth (Contd.)

These laws are like a compass pointing north or a lighthouse on the shoreline. The rejection of these good laws in exchange for a social convention or individual morality signifies a society's moral decline. The evidence will be evident for everyone to see.

The key in this type of absurd conversation is to keep people's feet firmly planted in their worldview and not allow them to rob from the Christian worldview. Here are two steps to think through.

Answer not a fool according to his folly, lest you be like him yourself. Answer a fool according to his folly, lest he be wise in his own eyes. (Proverb 26:4-5)

### **STEP ONE:**

Don't support someone in their sin or affirm them in their sin, or you will be like them.

### **NOTES:**

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## The Main Thesis

learning how to deal with a flurry of objections at once and the importance of showing everyone's need for absolute truth.

### **STEP TWO:**

Answer the person, so their sin or contradictions are exposed to God's universal truth. Please encourage them to reconcile what they say they believe according to what they admit when questioned. Examples of morality and sexuality are above. We can do this with gentleness and assertiveness as Jesus did.

We have all found ourselves at parties where a few people are the talkers, and everyone else is orbiting like planets around the gravitational pull of their conversation. The conversation may be political, and they may begin to bash either religions or Christians for all the social problems in the world. Or they may kindly disagree with organized religion in general. If this group comprises just a few people, you should easily find a pause in the conversation. I suggest asking the person talking what your absolute authority is. Or by what standard do they believe this claim they are making? The follow-up question if you need a point clarified is; what do you mean by that?

# Questions That Show Truth

## Fleeting acceptance of truth (Contd.)

Then finally, how did you finally come to that conclusion? More often than not, the person will begin to contradict themselves. The question to ask is how do you reconcile what you say you believe with what you just agreed to?

Think back to the example I gave in Lesson 5 about Tom. (About morals).

When they begin to see their contradictions, they will start seeing their need to submit to God's objective laws in His Holy word. God's ten commandments are like a schoolmaster to lead us to Christ.

Therefore, the Law has become our guardian to lead us to Christ, so that we may be justified by faith. (Gal 3:24)

It is God's good law that shows two things:

- A. Man is a great sinner
- B. God's word is really good

When man realizes how sinful he is and how good God is, their hearts begin to see their need to repent and believe the Gospel.

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## The Main Thesis

learning how to deal with a flurry of objections at once and the importance of showing everyone's need for absolute truth.

Man must see himself as a sinner before seeing his need for a Savior.

Now after John was arrested, Jesus came into Galilee, proclaiming the gospel of God, and saying, "The time is fulfilled, and the kingdom of God is at hand; repent and believe in the gospel." (Mark 1:14-15)

This is why you have asked these questions to lead the person you are conversing with to this point of humbly accepting of how filthy they are and how great the amazing grace of Jesus is.

We hope this curriculum, as well as all of our other curricula, will be an excellent benefit for many years to come, leading people to the eternal Son of God who gave us eternal salvation.

# Questions That Show Truth

## Application principles

- How to handle a flurry of objections is to take one objection and respond to it.
- The fleeting acceptance of absolute truth is evident it is your job to show them how it is needed to be civilized and consistent.
- Don't support someone in their sin or affirm them in their sin, or you will be like them. (Prov 26:4)
- Answer the person, so their sin or contradictions are exposed to God's universal truth. This will humble a person. (Prov 26:5)
- Give them God's law and plead with them to repent and place faith in Christ.

## Memory mandate

Memorize Romans 1:22.

## The Main Thesis

learning how to deal with a flurry of objections at once and the importance of showing everyone's need for absolute truth.

## Memory mandate

Listen to Way Of The Master Podcast.  
Listen to The Truth That Transforms Podcast.

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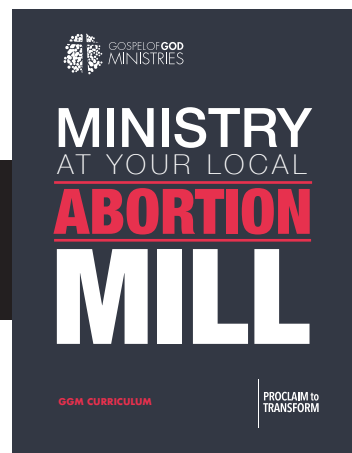
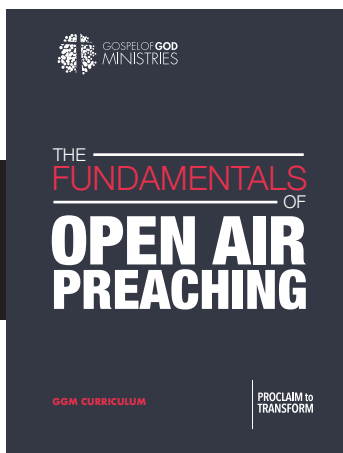
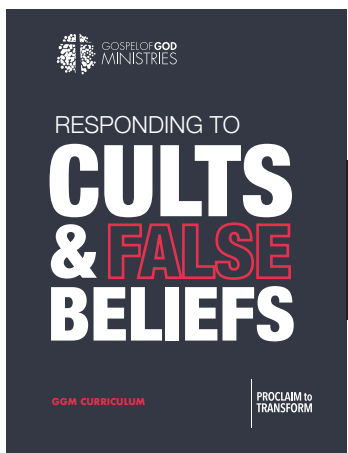
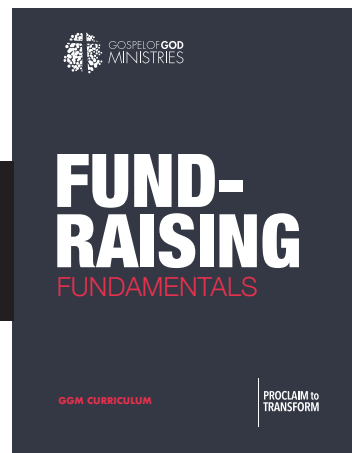
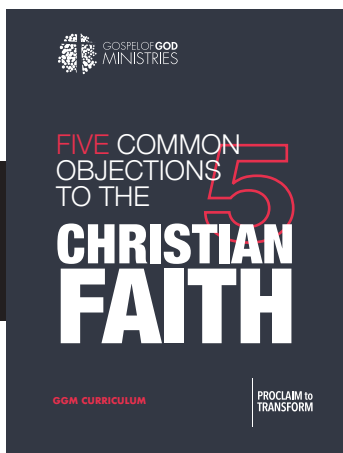
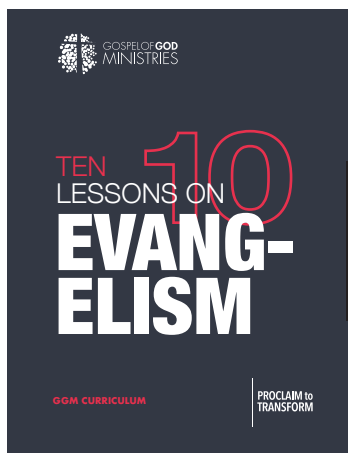


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# Conclusion

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Thank you so much for reading and studying our material. We hope it will make you a better witness for Jesus. We can further benefit you with our other curriculums that cover other areas of detailed training. This training has been refined and is practical because it was written from Tommy's seventeen years of experience of witnessing to thousands of unbelievers. Here are several of our other curriculums you can check out:



For more information on these curriculum and other helpful evangelism resources, please visit [gospelgm.com](http://gospelgm.com).