



Pray for Words and Wisdom

SESSION 1 REVIEW

- We talked about the missing piece that bridge from content to conversation.
- We learned the value of using a tactical approach when discussing Spiritual issues.
- There is a distinction between tactics and strategy.
- There are potential dangers when tactics are used improperly.
- Adjusting our mindset to being a gardener and putting a pebble in their shoe may be helpful.
- We began to learn the Columbo tactic, its use, and benefits.
- The first step of the Columbo tactic is gathering information using “Columbo Curiosity”. “What do you mean by that?”
- Tame your Teller, Engage your Asker, Activate your Listener

SESSION 2 PREVIEW

- Burden Of Proof.
- The Professors Ploy.
- What to do when you don't know what to do.
- Staying out of the hot seat.

THE ONE – TWO PUNCH

- #1- Gather information, discover the "What"
- #2- Gather more information, uncover the "Why".

Commonly Heard Statements

- “The only rational explanation for how we got here is evolution. You can believe in creation, but that's all based on your faith in the Bible.”
- “A fetus doesn't have self-awareness, so it's not a person. You think that a blob of cells is more important than real people who are already here? That's a religious claim you accept without proof.”
- “The Gospels are a bunch of stories made up by the early Christians to get other people to join their religion. You fundamentalist just have blind faith in your Bible stories.”

Columbo Tactic #2

- Reversing the Burden of Proof
- The Cardinal Rule- Whoever makes the claim, bears the proof.

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COLUMBO QUESTION #2

- "How did you come to that conclusion?"
- or "What brought you to that viewpoint?"
- These questions reveal **Why** they believe **What** they believe.

QUESTION #2's POWER

- It gives them a chance to express their rationale if they have one.
- It gives you more information to work with in addressing their concerns.
- It ultimately shifts the Burden of Proof to the other person which is where it belongs.

COLUMBO 2 ALTERNATIVES

- What makes you say that?
- Help me understand your reasoning for holding that point of view.
- Why should I believe what you are saying?
- I'm curious, what makes you think what you've said is true?

Questioning the What

- You can never know anything for sure.
- Morals are just an invention of culture, there are no objective moral rules.
- The resurrection of Christ is a myth added centuries after Jesus lived.

Genuine Curiosity is Critical

- Be genuinely interested and focused on the other person.
- Be engaging and conversational.
- Be aware of your tone and attitude.
- Avoid the inquisition/interrogator approach.
- Questions allow you to probe deeper while remaining amicable.
- How you ask, usually trumps what you ask.

THE PROFESSORS PLOY

- Engaging with intent to discredit.
- Remember the cardinal rule.
- Don't take the bait.
- Remember who bears the burden.
- Stay Curious.

WHAT DO I DO NOW?

- Lack of resources.
- Waning interest.
- Don't force the conversation. Let it go.
- You are not the harvester, you're the gardener.
- Suggest a follow-up conversation.

THE HOT SEAT

- We fear getting in over our heads.
- We dread the possibility the other person is better prepared and more knowledgeable.
- We don't want to come off sounding and feeling stupid.

Columbo Rescue/Buying Time

- Switch to fact-finding mode.
- Slow down the pace.
- Affirm their knowledge and understanding of the topic.
- Express your desire to learn.
- Ask to slowly explain what they believe and what they base that on.
- Express appreciation and say "I need to think about it."

SESSION 2 SUMMARY

- We examined the 2nd Colombo tactic-reversing the Burden of Proof.
- We learned how to avoid the Professors Ploy, which is a common move to shift the Burden of Proof back on to us.
- We don't need to force a conversation to a conversion.
- We can use the Colombo tactic in order to stay out of the "hot seat" by asking probing, clarifying questions.

TACTICS SESSSION 3

- How to make a statement by using questions to explain your point of view.
- How to use questions to exploit the flaws, difficulties, or problems with another's point of view.