MS 508 EVANGELISM SYLLABUS

REFORMED THEOLOGICAL SEMINARY CHARLOTTE

SPRING 2012

Rod Culbertson, Jr.
Adjunct Professor of Practical Theology

RCULBERTSON@RTS.EDU
COURSE DESCRIPTION: This course will train students to be thoughtful and passionate evangelists and to understand and use biblical principles and methods of church outreach. Emphasis is placed on having a deep desire to reach the lost for Christ. Personal, relational and corporate (organic) evangelism and motivating the laity for ministry will be considered.

COURSE OBJECTIVES:

COGNITIVE (KNOW/UNDERSTAND):

1. The student will be able to present a full explanation of the gospel message, including an introduction, an organized outline of gospel content, attendant biblical references and illustrations, a conclusion and a follow-up strategy.
2. The student will be exposed to various models of church evangelism.
3. The student will be learn how to present his personal testimony and to help others do the same.
4. The student will learn how to build bridges to non-Christians as a means to proclaiming the gospel.
5. The student will learn how to handle objections and the people who make them.
6. The student will learn the importance of prayer in any evangelistic endeavor.
7. The student will be able to diagnose some of the cultural barriers that make the gospel presentation difficult today and give answers as to how to overcome these barriers.

AFFECTIVE (FEEL/MOTIVATION):

1. The student will gain a greater motivation and compassion for reaching the lost.
2. The student will gain a deeper desire to maintain a God-centered view and practice of evangelism.
3. The student will gain a deeper conviction that the local church body is God’s primary means of evangelism.
4. The student will grow in personal confidence and courage for sharing the gospel.
5. The student will become more sensitive to the needs of the surrounding culture and the people in his/her world.
6. The student will be compelled to care and pray for the lost, the endangered and the unchurched.

VOLITIONAL (DO/COMPETENCIES):

1. The student will conduct an interview with either his/her pastor and reflect upon how he or she will do evangelism in his/her church or ministry.
2. The student will be able to write out or verbalize a gospel presentation that will enable him or her to effectively present the gospel. The student will also be able to train others in how to present the gospel.
3. The student will conduct an interview with an unbeliever in order to understand the worldviews and the thinking of the lost and un-churched.
4. The student will make an effort to be involved in some facet of evangelism during the semester.
5. The student will be enabled to be a more effective personal evangelist, while also able to develop a plan for corporate evangelism through the local church.
# Course Objectives Related to MDiv* Student Learning Outcomes

**Course:** MS 508 Evangelism  
**Professor:** Dr. Culbertson, Jr.  
**Campus:** Charlotte  
**Date:** 02/2012

*As the MDiv is the core degree at RTS, the MDiv rubric will be used in this syllabus.

<table>
<thead>
<tr>
<th><em><em>MDiv</em> Student Learning Outcomes</em>*</th>
<th><strong>Rubric</strong></th>
<th><strong>Mini-Justification</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Articulation (oral &amp; written)</strong></td>
<td><strong>Strong</strong></td>
<td>Student required to articulate a complete gospel presentation and a philosophy of ministry of evangelism</td>
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<tr>
<td>Broadly understands and articulates knowledge, both oral and written, of essential biblical, theological, historical, and cultural/global information, including details, concepts, and frameworks.</td>
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<tr>
<td><strong>Scripture</strong></td>
<td><strong>Moderate</strong></td>
<td>Required to memorize Scripture verses, with some comprehension of the original meaning of Scripture and to apply Scripture to a variety of modern circumstances. (Includes appropriate use of original languages and hermeneutics; and integrates theological, historical, and cultural/global perspectives.)</td>
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<tr>
<td>Significant knowledge of the original meaning of Scripture. Also, the concepts for and skill to research further into the original meaning of Scripture and to apply Scripture to a variety of modern circumstances.</td>
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<tr>
<td><strong>Reformed Theology</strong></td>
<td><strong>Moderate</strong></td>
<td>Lecture is given on the theological foundations for evangelism</td>
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<td>Significant knowledge of Reformed theology and practice, with emphasis on the Westminster Standards.</td>
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<tr>
<td><strong>Sanctification</strong></td>
<td><strong>Minimal</strong></td>
<td>Some emphasis on prayer and heart for evangelism</td>
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<td>Demonstrates a love for the Triune God that aids the student’s sanctification.</td>
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<td><strong>Desire for Worldview</strong></td>
<td><strong>Minimal</strong></td>
<td>Philosophical considerations are included.</td>
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<td>Burning desire to conform all of life to the Word of God.</td>
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<tr>
<td><strong>Winsomely Reformed</strong></td>
<td><strong>Strong</strong></td>
<td>Relational evangelism and bridge building, as well as an appreciation for other traditions is emphasized.</td>
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<td>Embraces a winsomely Reformed ethos. (Includes an appropriate ecumenical spirit with other Christians, especially Evangelicals; a concern to present the Gospel in a God-honoring manner to non-Christians; and a truth-in-love attitude in disagreements.)</td>
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<tr>
<td><strong>Preach</strong></td>
<td><strong>None</strong></td>
<td>Evangelism sermons are required in the RTS/Charlotte preaching lab courses</td>
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<td>Ability to preach and teach the meaning of Scripture to both heart and mind with clarity and enthusiasm.</td>
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<td><strong>Worship</strong></td>
<td><strong>Minimal</strong></td>
<td>Liturgical evangelism and “community” evangelism are addressed</td>
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<td>Knowledgeable of historic and modern Christian-worship forms; and ability to construct and skill to lead a worship service.</td>
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Shepherd

Ability to shepherd the local congregation: aiding in spiritual maturity; promoting use of gifts and callings; and encouraging a concern for non-Christians, both in America and worldwide.

Minimal

Philosophy of shepherding and also corporate evangelism are addressed briefly.

Church/World

Ability to interact within a denominational context, within the broader worldwide church, and with significant public issues.

Strong

Views of the Christian’s relationship to culture and understanding postmodernism are addressed.

REQUIRED TEXTBOOKS: (841 pages)

http://www.amazon.com/Evangelism-Sovereignty-God-IVP-Classics/dp/0830834125/ref=sr_1_1?ie=UTF8&s=books&qid=1253800690&sr=8-1

A solid defense on why Christians who believe in God’s sovereignty ought to have greater motives to evangelize than those who do not hold to Reformed doctrine.


A focus on gospel content with an emphasis on God-centered evangelism and communication of the whole gospel, i.e., God’s holiness and sovereignty, as well as His love.


An account of one man’s personal growth in evangelism, as he reflects upon encounters of various types throughout his life. An inspiration for the aspiring evangelist.  
http://www.amazon.com/Faith-Worth-Sharing-Lifetime-Conversations/dp/0875523919/ref=sr_1_1?ie=UTF8&s=books&qid=1253800769&sr=1-1


A forthright call for the present day Christian to maintain the truths that the Scriptures declare about God, man and sin, Christ and the church. 
http://www.amazon.com/Courage-Protestant-Truth-lovers-Marketers-Postmodern/dp/0802840078/ref=sr_1_1?ie=UTF8&s=books&qid=1317312410&sr=1-1

OTHER READING (ON RESERVE):

Choose from any of the books listed below (these books are on Reserve in the RTS/Charlotte library) and read at least 75 total pages. Multiple texts may be read. I recommend reading the Chedid book on Islam, but the choice certainly is yours. At the end of the semester, on the final exam, you will be asked to turn in your list of the book(s) and pages that you have read.

NOTE: If you have already read all or some of the above REQUIRED textbooks, then compensate for the page requirements with the list below (or with other books approved by the professor).

The classic text on the importance and methodology of relational evangelism.

   [http://www.amazon.com/Heart-Evangelism-Jerram-Barrs/dp/1581347154/ref=sr_1_1?ie=UTF8&s=books&qid=1253800883&sr=1-1](http://www.amazon.com/Heart-Evangelism-Jerram-Barrs/dp/1581347154/ref=sr_1_1?ie=UTF8&s=books&qid=1253800883&sr=1-1)

A philosophy of relational evangelism from a Reformed perspective.

   [http://www.amazon.com/Evangelism-Rest-Us-Sharing-Personality/dp/0801065909/ref=sr_1_1?ie=UTF8&s=books&qid=1286753586&sr=1-1](http://www.amazon.com/Evangelism-Rest-Us-Sharing-Personality/dp/0801065909/ref=sr_1_1?ie=UTF8&s=books&qid=1286753586&sr=1-1)

An analysis of how one’s personality affects his or her style of evangelism.


A brief look at the methods, message and principles of Puritan evangelism.


A classic work, soul searching in nature, and lending itself to passion for and courage in reaching others with the gospel.


A look at various evangelists throughout church history and how they might affect evangelism in the church today.

   [Bassam M. Chedid](http://www.amazon.com/Islam-What-Every-Christian-Should-Know/dp/0875521649/ref=sr_1_1?ie=UTF8&s=books&qid=1253800951&sr=1-1)

An evangelical look at the history, beliefs, practices and culture of Islam and suggested approaches for reaching Muslims with the Gospel.


A serious call to a serious Gospel which focuses on the use of the Law in relating the Gospel message.


A variety of perspectives regarding pastoral leadership in evangelism with a focus on doing evangelism through the local church. Written by various authors and pastors in the Reformed tradition.


An alternative approach to modern styles of evangelism based on historical precedent and practices from the Celtic era.


Written from a non-Reformed perspective, this book, nevertheless, is helpful in thinking through relational evangelism and includes lots of ideas.


An introduction to a method of programmatic church “follow-up” evangelism, which is probably the most effective approach of its type.


Although he takes a middle-of-the-road perspective theologically, Larsen wrestles with some great issues regarding evangelistic preaching and also provides some insight into the history of evangelism.


A well beloved book which provides helpful thoughts and motivation for moving a church out of an ingrown mentality.


A book on evangelism which bases its methodology upon the art of asking questions over simply giving answers to inquirers.
A thorough treatment of the subject of hell, discussing and defending the reality of eternal punishment.

   http://www.amazon.com/World-At-Your-Door/dp/1556619642/ref=sr_1_1?ie=UTF8&s=books&qid=1253801269&sr=1-1

This book provides helpful, practical advice for initiating and building relationships with international students, and also about sharing your faith with these willing and eager audiences.

   http://www.amazon.com/Soul-Winner-Lead-Sinners-Saviour/dp/1437507328/ref=sr_1_1?ie=UTF8&s=books&qid=1253801297&sr=1-1

A classic treatment of evangelism by a passionate winner of souls.


A history of evangelism which attempts to apply the topic to the postmodern world today; the author challenges a number of traditions and is non-Reformed in his views.

**REQUIREMENTS AND EVALUATION:**

I. Class attendance and discussion.

You will be expected to participate in the class discussion, especially as we interact with the textbooks and assigned reading, as well as the required papers. We will also occasionally break into small groups. Excessive, unexcused absences could adversely affect your grade.

II. Reading (13% of course grade).

Textbook reading and papers are should be completed by the date scheduled for discussion so you can participate and interact in the class based upon the reading assignment. Your actual total reading will be reported on the weekly quizzes or on the final exam.

III. Weekly Quizzes (12% of course grade).

At the beginning of the first hour of each class, or at the professor’s discretion, there will be a 5 minute period set aside for a weekly quiz. Quizzes will be designed to help motivate the student to fulfill both the reading requirements and the Scripture memory work. Quizzes will (normally) include the following: (1) a statement that the student has fulfilled the reading assignment for that class date and/or (2) two verses which are to be memorized for the gospel presentation (preferably in the New International Version or English Standard Version). The quiz schedule and requirements are provided below.

<table>
<thead>
<tr>
<th>Date</th>
<th>Reading</th>
<th>Scriptures To Memorize</th>
</tr>
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</table>
| 2/13 | Miller, Chapter 1  
Packer, Forward/Preface/Intro/Chapters I and II | Matthew 5:48; Hebrews 9:27 |
III. Papers (45% of course grade)

Three papers are required for the course.

Papers must be:
1. Double-spaced
2. 12 point/Times Roman typeset with standard margins. You can lose points on this requirement.
3. Numbered
4. Contain a cover sheet, with name on the cover sheet only (not throughout the paper)
1. Interview with a non-Christian/un-churched person paper (15%)

Length: 2 pages.

Conduct an interview with an unbelieving and/or un-churched friend, neighbor, relative or stranger. Describe the individual, but names are neither necessary nor preferred. Explain clearly to the individual that this is simply a 10-15 minute interview and is a requirement for one of your seminary (or graduate school) classes. All answers are voluntary and confidential, although you must write a brief paper regarding your experience and answers given in the interview. Please describe your reaction to the interview. Approach the interview with sensitivity, openness and a gracious spirit. The use of Internet conversations are not permitted, except as an exception, with the permission of the professor. We will discuss your experiences in class.

Some suggested questions to be asked (ask at least 6) and answered are:

1) How would you define God?
2) Can a person know God? (How?)
3) Who was/is Jesus Christ?
4) What is the biggest problem, in your opinion, facing humankind today?
5) What is (how do you define) sin?
6) How do you feel about the church (and/or Christianity) and why do you feel this way?
7) How would you define the concept of salvation?
8) Do you think that there is only one way to reach God? (Elaborate)
9) What happens after we die?
10) How would you define a Christian?
11) How does a person get to heaven?
12) What is your philosophy of life?
13) What do you think is common to world religions? How do they differ?

Due: April 2.

2. My Gospel Presentation (Outline) (15%)

Option 1: Letter to a Friend

Length: Your Choice (6-8 pages)
Write a letter to a non-Christian friend, family member, relative or acquaintance. Include a full gospel presentation, as if you would explain the gospel to him or her. Although flexibility is allowed, include a
gracious introduction/transition, major points, sub points, some Scripture quotes (references not necessary), at least six (6) illustrations, a means of response and a follow-up (how to grow) section.

**Option 2: Create Your Own Evangelism Presentation**

Length/Size: Your Choice

In order to clarify your understanding of the gospel, create one of the following:

1. Your own piece of gospel literature
2. A power point presentation or
3. A website presentation.

Include a full gospel presentation, which will present the gospel in its major points. Be sure to explain the gospel clearly to the audience/generation of your choice (i.e. the presentation should make sense). Use Scriptural references, illustrations, diagrams, drawings and graphics, etc. as would be helpful. Computer generated pictures or cartoons are acceptable. Feel free to be creative. The primary goal, of course, is to effectively communicate the gospel to those persons to whom you would most effectively reach or minister. The pamphlet should exhibit some degree of excellence in its presentation.

**Due: April 23.**

**3. The Practice of Evangelism (15%)**

**Option 1: Church Staff/Pastoral Interview Paper - Evangelism and My Church.**

Length: 5 pages.

Interview the senior pastor or the pastor in charge of outreach in your church with the goal of discovering: “How is our church doing in its evangelistic efforts?” Approach the interview with care and sensitivity, not a spirit of criticism. (If you are the pastor of your church, interview another pastor outside of this class).

Some questions to be asked and answered are:

1) What is your philosophy of evangelism? How does our church approach evangelism?

2) How do you view personal evangelism related to (1) the life of the pastor? (2) the individual believer/church member? (3) the church as a whole?

3) What is our church doing to tell others about Christ and to reach out to others in our community?

4) Do we have evangelism training and/or a program in our church? Why did we choose this approach? What else have you considered?

5) What is our plan for church growth and/or reaching the lost in our community?

6) **In your paper, give a two page explanation of your response to the interview.** State the ideas you like or dislike and give an explicit expression of what you would do in your church or ministry because of this interview.

You may discuss your experiences in class.
Option 2: Non-Christian (Questionnaire) Follow-Up

Length: 2 pages

In an effort to encourage “relational” evangelism, you can do a follow up conversation with the same individual with whom you did your Non-Christian/un-churched person interview. This conversation should be an attempt to further explain or clarify the gospel presentation. You will be expected to write a two page paper about this follow up conversation and can integrate descriptions of the previous interview, as well as any other previous encounters or relations with this individual. Be certain to explain the aspects of the gospel which you focused upon in your follow up conversation and the response or reaction which you observed. Include your personal reaction to the experience.

Note: If the student is unable to do a follow-up interview with the person he/she previously interviewed, a different individual can be selected, with the permission of the professor and an explanation for the change.

Option 3: Written Philosophy of Evangelism

Length: 5 pages

Based on lectures, reading, guest professors, previous experience and observations, etc., develop a written statement of your personal philosophy of ministry for evangelism or a church-based evangelism philosophy of ministry. Explain how you would do evangelism in the ministry in which you see yourself (now or in the future). Consider programmatic, relational, organic, event, mercy, social, cross-cultural, personal, large group and/or small group approaches to evangelism and explain your philosophy of evangelism. Feel free to include a biblical and/or theological basis for your evangelism philosophy of ministry.

Due: May 7.

IV. Final Exam (30% of course grade)

The final exam will be a comprehensive, written exam which will cover content from all of the lectures and all of the reading (general concepts) and which will require a full gospel outline (including headings, subheadings, illustrations, Scripture references and Scripture verses written out) similar to the My Gospel Presentation (Outline) described in the assignment earlier in this syllabus (above).

Due: Exam Week

POLICY ON CHEATING AND PLAGIARISM:

Research papers require borrowing other people’s ideas and words. However, the source of such borrowing must be acknowledged properly so that your ideas are clearly distinguished from ideas that you borrowed. If the source is not acknowledged properly, your work is plagiarism. For an excellent summary on what constitutes plagiarism, see Kate L. Turabian, A Manual for Writers of Research Papers, Theses, and Dissertations (rev. by Wayne C. Booth, etc.; 7th ed.; Chicago: University of Chicago Press, 2007), pp. 77-80 (section 7.9). Plagiarism includes word-for-word copying, lifting terms, restatement of someone’s argument or line of thought, etc. – all without acknowledgment of source. Plagiarism also includes giving a source partial credit when more is taken from that source than indicated. Plagiarism, whether intentional or unintentional, is very serious. All plagiarism cases are
referred to the Academic Dean for resolution. Consequences may include some of the following:
- repeat the assignment and receive a maximum of a D on the assignment
- receive an F on the assignment
- receive an F in the course
- expulsion from the seminary

**POLICY ON GRAMMAR AND SPELL CHECK:** Any work turned in which appears to lack “proofing” or displays poor grammar will receive a small penalty affecting the grade.

**POLICY ON INTERNET USAGE (from the RTS/Charlotte Student Handbook):** Students are expected to conduct themselves at all times as mature believers. Godly behavior, expected of all Christians, is especially required of those who are preparing themselves to become ministers of the Word. Classroom manners should reflect this maturity. Students should be respectful of professors, attend all class periods, and hand in assignments on time. **Classroom etiquette also includes leaving cell phones turned off, refraining from surfing the Internet and laptop computer games and talking to your neighbor during lectures.**

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**MS508 Evangelism**  
Reformed Theological Seminary-Charlotte  
Spring 2012 Schedule  
Dr. Rod Culbertson, Jr.  
Associate Professor of Practical Theology

<table>
<thead>
<tr>
<th>Week</th>
<th>Date</th>
<th>Topic</th>
<th>Assigned Reading</th>
<th>Assigned Paper</th>
</tr>
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<tbody>
<tr>
<td>1</td>
<td>2/06</td>
<td>Introduction to Evangelism</td>
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<tr>
<td>2</td>
<td>2/13</td>
<td>Practice for Evangelism</td>
<td>Miller, Chapter 1</td>
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<tr>
<td>3</td>
<td>2/20</td>
<td>Motivation for Evangelism</td>
<td>Packer, <em>Evangelism and the Sovereignty of God</em> Chs. 3-4</td>
<td>Evangelism Background (Attached to Syllabus)</td>
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<tr>
<td>4</td>
<td>2/27</td>
<td>Evangelistic Mandate: The Biblical/Theological Basis</td>
<td>Metzger – Preface/Intro/Chapters 1-3</td>
<td>Miller, Chapter 2</td>
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<td>Wells, Chapter I</td>
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<td>5</td>
<td>3/05</td>
<td>Message: Content</td>
<td>Miller, Chapter 3</td>
<td>Wells, Chapter II</td>
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<tr>
<td>6</td>
<td>3/19</td>
<td>Message: Content (cont.)</td>
<td>Metzger - Chapters 4-7, Appendix B</td>
<td>Miller, Chapter 4</td>
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<td>Wells, Chapter III</td>
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<td>7</td>
<td>3/26</td>
<td>Mindset of Evangelism</td>
<td>Metzger - Chapter 8-11</td>
<td>Miller, Chapter 5</td>
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<td>Understanding the Culture</td>
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<td>Wells, Chapter IV</td>
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<tr>
<td>8</td>
<td>4/02</td>
<td>Methods of Evangelism</td>
<td>Metzger – Appendices A, C, D</td>
<td>Miller, Chapter 6</td>
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<td>Wells, Chapter V</td>
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<td><strong>3/12 SPRING BREAK/READING WEEK</strong></td>
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<td>1. INTERVIEW: The Unchurched/Non-Xian</td>
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<td>Date</td>
<td>Topic</td>
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<td>4/09</td>
<td>Mission: Evangelism and Your Church</td>
<td>Guest: Hal Farnsworth</td>
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<tr>
<td>4/16</td>
<td>Mission: Evangelism and Your Church</td>
<td>Miller, Chapter 7</td>
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<tr>
<td>4/23</td>
<td>Mission: Evangelism &amp; Your Church</td>
<td>Miller, Chapter 8</td>
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<td>Metzger – Chapters 12-13</td>
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<td>4/30</td>
<td>Mediation: Building Bridges</td>
<td>Miller, Chapter 9</td>
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<td>5/07</td>
<td>Concluding Remarks</td>
<td>Miller, Chapter 10</td>
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<td>5/14-19</td>
<td><strong>FINAL EXAM</strong></td>
<td><strong>75 Pages of Reading Report</strong></td>
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2. **MY GOSPEL PRESENTATION**
   (2 Options):
   - Letter to Friend or Pamphlet/Website

3. **PRACTICE OF EVANGELISM**
   (3 Options):
   - Church Staff/Pastoral Staff Interview or Non-Christian Interview Follow-Up or Evangelism Philosophy Statement
SPIRITUALITY QUESTIONNAIRE

Please answer the questions to the best of your ability.

1) How would you define God?

2) Can a person know God? (How?)

3) Who was/is Jesus Christ?

4) What is the biggest problem, in your opinion, facing humankind today?

5) What is (how do you define) “sin?”

6) How do you feel about the church (and/or Christianity) and why do you feel this way?

7) How would you define the concept of salvation?

8) Do you think that there is only one way to reach God? (Elaborate)

9) What happens after we die?

10) How would you define a “Christian?”

11) How does a person get to heaven?

12) What is your philosophy of life?

13) What do you think is common to world religions? How do they differ?
YOUR BACKGROUND
(Please Complete Before the First Lecture – **BE BRIEF!**)

1. Consider your conversion to Christ. Briefly summarize your testimony. How and when did you become a Christian?

2. Looking at Question 1, answer the following:
   
   A. What *circumstances* turned you to God/brought you to Christ?

   B. What *persons/personalities* and/or attitudes affected your conversion process?

   C. Which was most influential in your coming to faith in Christ (circle your answer):
      
      1) A doctrinal truth (please list or state):
      
      2) A personal relationship - what type of relationship:
      
      3) A person’s lifestyle or behavior (what impressed you?):

3. What type of evangelism training have you had previously? How did/do you *feel* about it?
4. Consider your experience in attending or participating in evangelistic meetings or events (church, campus, small groups, crusades, etc.). What have you seen, liked, disliked? **Why?**

5. How does your home (or present) church and/or pastor fulfill the evangelism mandate of Christ?

6. What are some ways in which you are presently involved in or could be more involved in reaching others for Christ?

7. What are your long-term ministry goals (if you know) - evangelist, pastor, missionary, teacher, professor, involved layperson, other...?

8. What do you hope to receive from a class/course on evangelism? What area do you want to see addressed? In what ways do you hope to be helped? Be honest and frank.