MS 508 EVANGELISM
SYLLABUS

REFORMED THEOLOGICAL SEMINARY
CHARLOTTE

SPRING 2008

Rod Culbertson, Jr.
Adjunct Professor of Practical Theology

RCULBERTSON@RTS.EDU

SYLLABUS FOR MS508: EVANGELISM
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.

REQUIRED TEXTBOOKS: (987 pages)

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.

**On Reserve (required reading):**


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

Read Chapters 3 of *Evangelism Explosion* (Sharing Good News), 12 (Handling Objections) and 13 (Adding Illustrations). Total pages: 69 pp.

**OTHER READING:**

Choose from any of the books listed below and read at least 400 total pages. Multiple texts may be read. On April 10, 3 weeks after the mid-semester Reading Week, 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 books, 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.


A philosophy of relational evangelism from a Reformed perspective.


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 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.


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


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 thorough treatment of the subject of hell, discussing and defending the reality of eternal punishment.


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.


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


A politically incorrect analysis and assessment of the history of Islam and implications for the present day.


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 (13% of course grade).
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 will affect your grade.

II. Reading (12% of course grade).

Textbook reading and papers are expected to be completed by the date scheduled for discussion so you can participate and interact in the class.

<table>
<thead>
<tr>
<th>Date</th>
<th>Reading</th>
</tr>
</thead>
<tbody>
<tr>
<td>2/14</td>
<td>Miller, Chapter 1</td>
</tr>
<tr>
<td>2/21</td>
<td>Packer (all)</td>
</tr>
<tr>
<td>2/28</td>
<td>Metzger (Preface/Intro/Chs. 1-3)</td>
</tr>
<tr>
<td></td>
<td>Miller, Chapter 2</td>
</tr>
<tr>
<td>3/06</td>
<td>Miller, Chapter 3</td>
</tr>
<tr>
<td>3/13</td>
<td>Kennedy (Chapters 3,13)</td>
</tr>
<tr>
<td></td>
<td>Metzger (Chapters 4-7, Appendix B)</td>
</tr>
<tr>
<td></td>
<td>Miller, Chapter 4</td>
</tr>
<tr>
<td>3/20</td>
<td><strong>SPRING BREAK/READING WEEK</strong></td>
</tr>
<tr>
<td>3/27</td>
<td>Metzger (Chapters 8-11)</td>
</tr>
<tr>
<td></td>
<td>Miller, Chapter 5</td>
</tr>
<tr>
<td>4/03</td>
<td>Metzger (Appendices A, C, D)</td>
</tr>
<tr>
<td></td>
<td>Miller, Chapter 6</td>
</tr>
<tr>
<td>4/10</td>
<td><strong>400 Page Reading Report</strong></td>
</tr>
<tr>
<td>4/17</td>
<td>Miller, Chapter 7</td>
</tr>
<tr>
<td>4/24</td>
<td>Metzger (Chapters 12-13)</td>
</tr>
<tr>
<td></td>
<td>Miller, Chapter 8</td>
</tr>
<tr>
<td>5/01</td>
<td>Miller, Chapter 9</td>
</tr>
<tr>
<td>5/08</td>
<td>Kennedy (Chapter 12)</td>
</tr>
<tr>
<td></td>
<td>Miller, Chapter 10</td>
</tr>
</tbody>
</table>

III. Papers (55% of course grade)

Three papers are required for the course. Papers must be double-spaced, 12 point/Times Roman typeset with standard margins. *Please number your pages and put your cover sheet with your name as the last*
1. Interview with a non-Christian/un-churched person paper (20%)

Length: 2 pages.

Conduct an interview with an unbelieving and/or unchurched 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 chat rooms 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 3.

2. My Gospel Presentation (Outline) (20%)

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 24.

3. The Practice of Evangelism (15%)

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

Length: 4 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 conversion of the lost in our community?

6) **In your paper, give 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 will discuss your experiences in class.

**Option 2. Non-Christian (Questionnaire) Follow-Up**
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 three 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.

**Due: May 8.**

IV. Final Exam (20% 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 (III. #4) above.

**Due: Exam Week**

**POLICY ON CHEATING AND PLAGIARISM:** Cheating is the use of another person’s work on behalf of your own work, with the assumption being that it is your work. The MLA Handbook for Writers of Research Papers says, “To plagiarize is to give the impression that you have written or thought something that you have in fact borrowed from someone else.” Plagiarism is the use of ideas, information and content from a particular source without giving credit to that source by footnoting the source or accounting for it in a bibliography. Cheating will result in an automatic zero (0) grade for the assignment, paper or exam involved. Plagiarism, whether intentional or unintentional, is considered academic theft. The RTS academic consequences of plagiarism are as follows: 1) First offense: The student must rewrite the paper and receive no better than a passing “D” grade for it. 2) Second offense: The student fails the entire course.

**POLICY ON LATE WORK:** Any work turned in late and without either a written excuse or previous permission granted by the professor will be docked one point/day for that assignment.

**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.
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>
</thead>
<tbody>
<tr>
<td>1</td>
<td>2/07</td>
<td>Introduction to Evangelism</td>
<td></td>
<td></td>
</tr>
<tr>
<td>2</td>
<td>2/14</td>
<td>Intro/Motivation for Evangelism</td>
<td>Miller, Chapter 1</td>
<td>Evangelism Background (Attached to Syllabus)</td>
</tr>
<tr>
<td>3</td>
<td>2/21</td>
<td>The Evangelistic Mandate: Packer, Evangelism and the Biblical/Theological Basis</td>
<td>Packer, <em>Evangelism and the Sovereignty of God</em></td>
<td></td>
</tr>
<tr>
<td>4</td>
<td>2/28</td>
<td>The Message: Gospel Content</td>
<td>Metzger – Preface/Intro/Chapters 1-3</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Miller, Chapter 2</td>
<td></td>
</tr>
<tr>
<td>5</td>
<td>3/06</td>
<td>The Message: Content cont.</td>
<td>Miller, Chapter 3</td>
<td></td>
</tr>
<tr>
<td>6</td>
<td>3/13</td>
<td>The Mind Set of Evangelism: Understanding the Culture</td>
<td>Metzger - Chapters 4-7, Appendix B</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Kennedy – Chapters 3, 13</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Miller, Chapter 4</td>
<td></td>
</tr>
<tr>
<td>7</td>
<td>3/27</td>
<td>Methods of Evangelism</td>
<td>Metzger - Chapter 8-11</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Miller, Chapter 5</td>
<td></td>
</tr>
<tr>
<td>8</td>
<td>4/03</td>
<td>The Mission: Evangelism and Your Church</td>
<td>Metzger – Appendices A, C, D</td>
<td>1.INTERVIEW: The Unchurched/Non-Xian</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Miller, Chapter 6</td>
<td></td>
</tr>
<tr>
<td>9</td>
<td>4/10</td>
<td>The Mission: Evangelism and Your Church</td>
<td>400 Pages of Reading Report</td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>400 Pages of Reading Report</td>
<td></td>
</tr>
<tr>
<td>10</td>
<td>4/17</td>
<td>Evang. And Your Church</td>
<td>Miller, Chapter 7</td>
<td></td>
</tr>
<tr>
<td>11</td>
<td>5/01</td>
<td>Evang. and Your Church</td>
<td>Miller, Chapter 9</td>
<td></td>
</tr>
<tr>
<td></td>
<td>4/24</td>
<td>Mediation: Building Bridges</td>
<td>Miller, Chapter 8</td>
<td>2. My Gospel Presentation (Options) (Letter to Friend or Pamphlet/Website)</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Metzger – Chapters 12-13</td>
<td></td>
</tr>
<tr>
<td></td>
<td>5/08</td>
<td>Concluding Remarks; Message (Part 2): Handling Objections and The People Who Make Them</td>
<td>Kennedy – Chapter 12</td>
<td>3. INTERVIEW (Options): Church Staff/Evangelism And My Church or Non-Christian Follow-Up</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Miller, Chapter 10</td>
<td></td>
</tr>
<tr>
<td>12</td>
<td>5/08</td>
<td>Concluding Remarks; Message (Part 2): Handling Objections and The People Who Make Them</td>
<td>Kennedy – Chapter 12</td>
<td>3. INTERVIEW (Options): Church Staff/Evangelism And My Church or Non-Christian Follow-Up</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td>Miller, Chapter 10</td>
<td></td>
</tr>
</tbody>
</table>

5/18-23 **FINAL EXAM**

**SPIRITUALLITY 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?
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.