Tactics for an Ambassador: Defending the Christian Faith

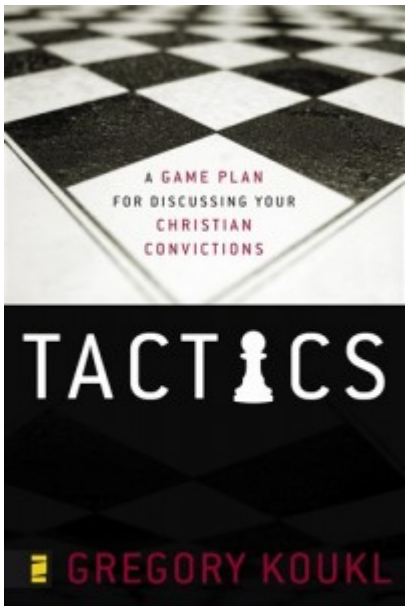
Most Christians equate evangelism with conflict: an all-out assault on the beliefs and values of others. In our relativistic, live-and-let-live culture, even the most motivated believer feels like he's committing a crime by entering into a spiritual discussion. Are there ways to take the anxiety out of evangelism?

The idea of doing Christian apologetics, a fancy word for defending the Christian faith, has lost some luster among church goers. The word conjures up images of conflict, anxiety, and even anger. But most of all, it generates thoughts of inadequacy and lack of confidence among those called to "give an answer" (1 Pet. 3:15) for the hope we have in Christ. Most people are trying to avoid conflict and the emotional fatigue that comes with defending a controversial set of beliefs that are often ridiculed in our culture.

We live in an era that values diversity and tolerance above all other virtues. Anyone claiming to have true knowledge about important things like the nature of God, good and evil, or the purpose of human existence will be accused of intolerance and a mean spirited attempt to impose their beliefs on their neighbors. You are allowed to believe almost anything today, as long as you don't claim that it is true in any universal sense.

Part of the reason that Christians in American churches do so little evangelism is that they are convinced that it constitutes a spiritual invasion, an attack on the beliefs of a friend or neighbor who will resist this apologetic assault with everything he or she has to offer. They also believe that they will have failed miserably unless every encounter ends

with someone trusting in Christ. It's either total victory or utter defeat, and there are no innocent bystanders.



Gregory Koukl's book *Tactics* helps to give Christians the right perspective on evangelism and apologetics.{1} He argues that the D-day invasion model for evangelism is counterproductive, and that seeing oneself as an ambassador for Christ makes more sense. We need fewer frontal assaults and more embassy meetings. The skills necessary to be a successful ambassador are quite different from those of an infantryman. Persuasion rather than conquest motivate the ambassador, and one's style of communication can be as important as the content being conveyed.

According to Koukl, an effective ambassador for Christ must master three skill-sets. First, a Christian ambassador should possess a clear understanding of the message being offered by his sovereign King. Second, he needs to exhibit a personal character that reinforces the message he's been charged with, not distract from it. Finally, an ambassador needs sufficient wisdom to know how to communicate his message in a manner that draws people into dialogue and then to keep the conversation going. This kind of wisdom translates into specific tactics for communicating the gospel of Jesus Christ to a culture that has been preconditioned against the message.

Why Do We Need Tactics?

In his second letter to the church in Corinth, Paul says that we are Christ's ambassadors and that God has entrusted us with a message of reconciliation to a lost world (2 Cor. 5:20). But, although we have good news to share, Christians often don't feel capable or confident to share it.

Being tactical has to do with the way one arranges his or her resources. The effective tactician knows when to be aggressive and when to hold back and gather information. Commanders on a battlefield don't unleash every weapon available at the beginning of a conflict, nor do ambassadors immediately unveil all of their arguments.

Apologists know that one of their most important tactics is the well placed question. Picking up important personal information about someone's background and worldview provides critical insight into the best way to steer the conversation. The ability to ask good questions, combined with good listening skills, helps to avoid stereotyping people in ways that can cause the conversation to end suddenly. It also shows that you care about someone as an individual, not just as, for example, a Mormon or a Muslim. Even when someone labels oneself, let's say as a Hindu, it's important to discover what that term means to them. Hinduism contains a wide variety of possible beliefs and it would be counterproductive to argue against something that this person doesn't adhere to. As you can imagine, being a good listener and shaping your comments to fit the individual will most likely have a greater impact on them than just memorizing a tract and delivering it regardless of the setting.

Employing wise tactics implies a thoughtful rather than emotional approach to conversations. Emotions can quickly get the best of us, especially if we are unprepared to respond to the questions and challenges that we may encounter. Good planning helps us to accomplish our goal of guiding people to the truth about Jesus. It can also help us to avoid provoking someone to anger. Once people get angry they rarely hear our defense of the gospel. It's even worse if *we* get angry.

Some might respond to this call for wise tactics in sharing Christ by saying that you cannot argue someone into heaven. I would respond that you cannot love someone into heaven either. Neither arguments, or love, or a simple telling of the gospel

alone will win someone to heaven. Only the Holy Spirit can change someone's heart, but it doesn't follow that God doesn't use these methods to build His kingdom.

Becoming Sherlock Holmes

Sometimes we Christians are tempted to dump our entire theological systems on anyone willing stay put long enough to listen. This doctrinal dump might be a light load for some but a train load for others. The problem is that we are often trying to answer questions that people haven't even thought up yet and we can add confusion and distractions to the gospel message without even being aware of it. How can we avoid making this mistake?

When we sense that a conversation is headed toward spiritual territory, perhaps our first inclination should be to ask good questions so that we better understand the person we desire to share Christ with. Good questions protect us from jumping to conclusions and to deal with the actual beliefs a person holds rather than some straw man position that we might prefer to attack. They also have the tendency to naturally promote further dialogue and shape the discussion.

Once a person makes a statement regarding what they believe to be true, good questions can be particularly helpful. If someone tells you that it is irrational to believe in God because there is no proof that He exists, you now have an opportunity to ask key questions that will make your eventual responses far more effective. The first category of questions seeks further information and clarification. For instance, you might ask "What do you mean by God?" or "What evidence would you count as proof towards His existence?" You might ask if he knows anyone who believes in God and whether or not they might have good reasons for doing so. Asking someone how they arrived at a conclusion or how they know something to be the case helps to differentiate between simple assertions of

belief and reasons for holding that belief. People often make statements of belief without much forethought, and when challenged they find that they have little more than an emotional attachment to their view.

Don’t panic if you run into someone who is prepared to defend his or her views. Even if they have an extensive argument supporting their position, good questions can get you out of the hot seat and provide time to build a stronger case for your next encounter. You might ask them to slow down and present their case in detail so that you can understand it better. You can also tell them that you want time to consider their position and will get back to them with a response. Giving someone the podium to clearly present their beliefs is usually well received. Listen carefully to what is said and then do your homework.

Suicidal Arguments

One of the more interesting parts of *Tactics* are Koukl’s chapters on ideas that commit suicide. These are commonly called self-refuting ideas or ideas that defeat themselves. A fancier description is that they are self-referentially incoherent. It doesn’t take long to encounter one of these arguments when talking to people about religion.

A simple example of a suicidal view is expressed by the comment, “There is no truth,” or the more humble version, “It is impossible to know something that is true for everyone, everywhere.” This statement fails its own criteria for validity by denying universal truth claims and then making a truth claim implied to be universal. If what the statement professes is true, then it is false. It commits suicide because it violates the law of non-contradiction which prohibits something from being both true and false at the same time.

Christians who are highly influenced by a postmodern view of truth often make self-defeating arguments as well. Koukl gives the example of a teacher in a Christian college classroom asking her students if they are God. When no hands went up she proclaimed that since they are not God they only have access to truth with a small t; only God knows Truth with a capital T. The implication is that small t truth is personal and limited. A student might ask the teacher if what she just offered is truth with a small t; if so, why should the students accept the teacher's limited personal view of reality over the student's perceptions?

Another argument that's quite popular and self-defeating is, "People should never impose their values on someone else." A quick response might be, "Does that express your values?" Of course it does. Then ask the person why he is imposing his values on you. His statement violates the criteria of validity that it tries to establish.

Even comments that seem to make sense at first suffer from suicidal tendencies. For instance, some have argued that since men wrote the Bible, and given that people are imperfect, the Bible is flawed and not inspired by God. The problem is that although people are imperfect it does not follow that everything they say or write is flawed. In fact, if everything a human says or writes is flawed, then this comment about the Bible is flawed. Just because people are capable of error, it doesn't mean that they will always commit error.

Helping people to see that their truth claims might be contradictory must be done gently. The point is not to merely defeat their position, but to help them to become open to other ways of thinking about an issue. It is in this context of gentle persuasion that the Holy Spirit can change a heart.

Sharpening Your Skills

The list of self-defeating truth claims can get rather long. For instance, it is common to hear people say something like "science is the only source for truth." The problem with this statement is that it is not scientific. There are no scientific experiments that one can perform which establish that science is the only source of truth. It is a self-defeating statement.

It is also quite popular to assume that all religions are basically the same and equally true. If this is the case, then Christianity is true. However, a basic teaching of Christianity is that the core teachings of other religions are false and that Jesus is the only source of salvation. Again, the statement defeats itself.

Ideas that commit practical suicide include the notion that it's wrong to ever condemn someone, and that God doesn't take sides. The first comment is a condemnation of all who condemn others. The second assumes that God is on their side, even though God doesn't take sides. If you think through these ideas you can be ready to gently point out their self-contradictory nature and move on to subjects more profitable.

When dealing with difficult ethical issues like abortion or homosexuality, it is always helpful to have a preplanned set of tactics. Koukl gives the example of a Christian who is asked his views about homosexuality by a lesbian boss. He begins his response by asking if the boss is tolerant of diverse points of view. Does she respect convictions different from her own? Of course, true tolerance means putting up with someone you disagree with. Since very few people want to label themselves as intolerant, they will usually affirm their support of the practice, protecting you from being attacked for giving your viewpoint.

Gregory Koukl's book contains many more great ideas about

responding to attacks on Christian belief. At the end of the book he leaves us with what he calls the ambassador's creed. An ambassador should be ready to represent Christ. He should be patient with those who disagree. He should be reasonable in his defense. And, finally, he should be tactical, adapting his approach to each unique person that God brings into his path. Our wise use of tactics should improve the "acoustics" in a conversation so that people can hear the gospel well.

Note

1. Gregory Koukl, *Tactics: A Game Plan for Discussing Your Christian Convictions* (Grand Rapids: Zondervan, 2009).

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