Can the Just Succeed?

Can the just succeed? Can people living by Biblical principles successfully compete in a capitalist economy without compromising? Should we even try? Steve Cable provides a biblical perspective.

Corrupting Cultural Climate

At the turn of the twenty-first century, America was hit with a tsunami of corporate corruption. Names like Enron, Tyco and WorldComm became synonymous with greed and failed corporate leadership. Today, even after Congress and the SEC have strengthened their oversight, high profile cases, such as backdated stock options at Apple, continue to plague us. We can't even take comfort in some past golden era of corporate ethics as we look back at a history filled with robber barons, ruthless company towns, and shady land deals.



In the light of this discouraging reality, we are asking the question, Can the just succeed? Can people living by Biblical principles successfully compete in a capitalist economy without compromising? Should we even try?

Let's begin our exploration of this question by considering the overall cultural climate surrounding our free market economic system. A number of recent studies indicate less than honest behavior, and downright dirty dealing are common throughout our culture.

Let's begin at the top. What type of standard is being set by our business leaders? One recent poll showed that less than twenty percent of Americans had confidence that CEOs would consistently make job-related decisions that were morally appropriate.{1} Is this skepticism well-founded? After all, most CEOs have worked their way to the top as a result of

excellent performance in lower positions. Almost fifty percent of corporate executives in a recent Tulane University study were willing to commit fraud in role playing exercises.{2} What was particularly disturbing was that these same executives had affirmed their unwavering commitment to the highest ethical business standards.

Perhaps, we can rely on our workforce to apply their solid middle class values to curb the effects of corrupt leadership. Sadly, a recent study found that forty-eight percent of workers admitted to acting illegally or unethically in the workplace during the previous year.{3} Over thirty percent of them said that their coworkers condone questionable ethics by showing respect for those who achieve success using them.{4} In other words, cheating is not only condoned, it is respected.

We all hope that the upcoming generation will improve upon the sins of the prior generations. Are they bringing a standard of personal values that will clean up the marketplace of the future? Or, are they following in their elders' footsteps? From 1969 to 1989, the number of students who let someone copy their work rose from fifty-eight to ninety-seven percent.{5} A recent survey published in *Education Week* found that three out of four students admitted to engaging in "serious cheating" within the previous year.{6}

People emulate the behavior they believe will make them successful. Perhaps, today's Christians should join Habakkuk as he questioned God: "Why do You look with favor on those who deal treacherously? Why are You silent when the wicked swallow up those more righteous than they?" (Hab. 1:13){7}

It appears that we will be dealing with a culture of dishonesty in the marketplace for the foreseeable future.

The Slippery Slope

Surprisingly, most Americans identify themselves as trustworthy. So, why are all of these good trustworthy people demonstrating by their behavior that they are not worthy of our trust?

Well, Paul gives us a lot of insight in his first letter to Timothy when he writes, “But those who want to get rich fall into temptation and a snare and many foolish and harmful desires which plunge men into ruin and destruction. For the love of money is a root of all sorts of evil” (1 Tim. 6:9,10).

When we want to accumulate money for our own enjoyment beyond what we need to live, we are tempting ourselves to unethical behavior.

In his book *There is No Such Thing as Business Ethics*, John Maxwell identifies three primary reasons “good” people are led astray in business dealings.{8}

First, we do what is convenient. Many times doing the right thing is a lot more trouble than doing the convenient thing. Have you ever discovered that you were given too much change, but you didn’t want to go to the trouble of returning to the store? Sometimes a convenient lie can help us avoid the consequences of a mistake.

Second, we do what we must to win. After all, everyone is doing it. I have to compromise my standards in order to compete. During my years in a very competitive industry, one of my co-workers often stated, “If you can’t lie on a proposal, when can you lie?” In other words, promise whatever you need to get the job, and try to wiggle out of it later.

Third, we rationalize our unethical choices with relativism. We tell ourselves that our ultimate intentions are good. And, besides, if it is good for me, then it must be good. It is scary to think how easy this will be in a postmodern society

where all truth is relative truth.

All three of these relate to putting our success ahead of our values. John Maxwell put it well when he said, “Ethics is about how we meet the challenge of doing the right thing when that will cost more than we want to pay.”{9}

I would like to add a fourth reason I call the Sudden Slippery Slope. We are taught that as long as we can justify our actions by the rule book then they are OK. In order to get ahead, we start to push the envelope of how we interpret the rules. One day we wake up to find that we have clearly gone beyond the boundary. We discover that we are on a slippery slope where the more we try to cover up or undo our actions the more we find ourselves breaking the rules. Enron is an excellent example of this effect.{10} No one at Enron started out with the objective to wipe out $50 billion in shareholder value overnight through unethical business practices, but a culture of pushing the ethical boundaries will inevitably result in a culture of corruption. Proverbs warns us that when we get in this mode, we have a hard time telling right from wrong: “But the path of the righteous is like the light of dawn, that shines brighter and brighter until the full day. The way of the wicked is like darkness; they do not know over what they stumble” (Prov. 4:18-19).

A Christian Perspective on Capitalism

Let’s consider a biblical perspective on capitalism.

People are rarely neutral when it comes to capitalism. Some people blame capitalism for the excesses of unethical behavior described earlier in this discussion. But capitalism as the primary cause of corruption is exonerated by comparisons with many communist and socialist economic systems. Historically, these systems have raised corruption and graft to the highest levels.

On the other hand, some commentators seem to equate capitalism with Christianity, implying that one of the tenets of Christianity is a capitalistic free market system. This premise does not hold up to scrutiny either as Christianity has flourished under a variety of economic systems.

Before we go any further, a simple definition of capitalism is needed. Capitalism is an economic system in which the means of production and distribution are privately or corporately owned, and development is proportionate to the accumulation and reinvestment of profits gained in a free market.{11} In other words, private individuals own the resources and make decisions on how to use those resources based on an expectation of return. The genius of capitalism is that individuals or corporations who can provide valuable services better or more efficiently are rewarded with more resources. So, resources tend to be allocated to those who are most capable of using them to produce desired goods and services.

However, one can approach capitalism from either a secular or a faith perspective. In secular capitalism:

- the purpose for business is to return a profit,
- the standard of conduct is the rule of law, and
- the measure of success is accumulation of wealth.

Under a Christian view of capitalism:

- the purpose for business is to honor God,
- the standard of conduct is the Golden Rule, and
- the measure of success is the ability to bless others with the resources God has entrusted to us.

A secular capitalist is accountable only to himself and his shareholders. A Christian business person is accountable to God with a responsibility to all of the stakeholders in the business, including customers and employees.

Capitalism is not essentially Christian, but, as Max Weber

pointed out in his classic book, *The Protestant Ethic and the Spirit of Capitalism,*{12} Christianity is good for capitalism in many ways including:

• An excellent work ethic motivated by Paul's admonition in Colossians to "work with sincerity of heart as unto the Lord." Our work results reflect on our Savior, so we are motivated to excellence.

• A willingness to put integrity above profits and to forego investing in businesses which degrade or take advantage of others. As Proverbs 28 says, "Better is the poor who walks in his integrity than he who is crooked though he be rich. . . . He who increases his wealth by interest and usury gathers it for him who is gracious to the poor" (vv. 6,8). Integrity reduces the "greed tax" which is all of the effort wasted on monitoring others to prevent theft.

• A long term perspective that is willing to forgo near term gratification for long term benefits such as investing in hospitals and schools.

Counter to the view of Michael Douglass' character in the movie *Wall Street*, greed is not good. Greed is not what makes capitalism successful. Trusting resources to those who are productive and want to do something of significance is the key to long term economic success!

Called to the Marketplace

What is the role of Christians in the marketplace?

Over the centuries, Christians have had varying responses to the secular marketplace. Some, like the Amish, attempt to isolate themselves from the corrupting influence of the secular world. Others, like the Puritans, believed that excelling in the marketplace was a critical part of the Christian life as evidence of one's election. In recent years

the trend has been for Christians to segregate their spiritual church life from their secular work life. This attitude allows many to believe they can conform to the compromised values of our culture without impacting the spiritual aspects of their life. However, since God's truth is the truth in all aspects of our lives, this attitude could not be truth.

What does the New Testament have to say on this subject? Out of twenty-two letters to churches, not one advised Christians to quit working in or participating in the Roman economic system. None of these letters encouraged all Christians to leave their secular vocation and immediately leave for the mission field. The overall picture is that some people are given as gifts to the church, devoting their energies to equipping the church for ministry. But the majority of us are called to be ministers in our vocation (whether that vocation is as a business leader, a laborer or a stay-at-home mother). As Christians, we are called to be a redeeming influence in the place where non-Christians can be found, the marketplace.

As we enter the business world, we should be clear as to our purpose. I don't think that it is to prove our salvation by getting the most promotions. Four clear biblical purposes for Christians in the work place are:

1. To honor Christ through my attitude, performance and integrity (Col 3:22-25). In my career, whenever I was asked to state my career objectives, I would focus on Colossians 3 for my answer. I would tell them that since I was called to "work heartily as unto the Lord" and to serve with "sincerity of heart", my career objective is to fulfill the role that creates the most value for my employer. That statement was not only true, but was also warmly received by my supervisor.

2. To share Christ in my unique mission field. We interact with more non-Christians in the business world than just about any other venue (Col. 4:5-6).

3. To provide for the physical needs of your family (1 Tim. 5:8).

4. To be able to share with others who need help (2 Cor. 8:12-14).

Jesus summed it up for us when He said, “Let your light shine before men in such a way that they may see your good works, and glorify your Father who is in heaven” (Matt. 5:16).

Compelling Results

Let’s conclude by considering the characteristics of a just business and looking at some measures of success.

Whether for the individual or for a corporation, Christian behavior is going to be characterized by the Golden Rule taught by our Lord: “Treat others the way that you want them to treat you” (Luke 6:31). This means that we are not going to deceive, covet, or steal in our business dealings. We are going to treat others with respect and with grace. We are going to choose integrity over convenience or profit.

Since we all like to win, does the Golden Rule mean that I should always let my competitors win? Should I just turn over the market to them? I don’t know about you, but I absolutely hate it when someone lets me win. Everyone loses if we allow inferior or more costly products to claim the market because no one wants to compete with the status quo (think about the fall of the Soviet Union when you consider this topic). Competition promotes better products and greater productivity which creates more resources and opportunities even for your competitors. The problem arises not from having a competitive system, but from greed causing some to hoard wealth. So, a Christian business will compete aggressively but fairly. They will also realize not to compete by destroying the lives of employees through long hours, poor working conditions, or unfair wages.

Won't a company or individual applying these principles put themselves at a disadvantage? After all, when swimming with sharks, a guppy will always get eaten. In his book *Profit at Any Cost,*{13} Jerry Fleming analyzed the results of corporations who appeared to place a premium on a high standard of ethical behavior. He discovered that these businesses typically induce others to behave ethically toward them. There is also a strong correlation between a firm's commitment to ethics and a lower employee turnover. Typically, a lower turnover rate results in greater productivity from experienced, content employees. At the bottom line, he found a significant positive correlation between a firm's ethical behavior and its economic performance. Companies promoting unethical practices pay a price in the long run (think Enron). An investment in ethically responsible firms has resulted in a return eight times better than the return on the Dow Jones Industrial Average over a period of thirty years.

What conclusions can we draw from our study of Christian principles in the workplace? Applying Christian principles to business is not:
• a magic shield against failure, or
• a way to always avoid criticism, or
• an assurance that your product will be the best on the market.

But, it is:

- a part of our calling to follow Christ,
- the best way to conduct business, and
- a consistent companion of long term success.

No matter the financial results, we are a success when we follow Christ's example in the work place.

Notes

1. Barna Update: "Americans Speak: Enron, WorldCom and Others Are Result of Inadequate Moral Training By Families," The

Barna Group, July 22, 2002, www.barna.org/FlexPage.aspx?Page=BarnaUpdate&BarnaUpdateID=117
2. 1996 Tulane University study reported in workforce.com/archive/feature/22/14/56/index.php
3. Samuel Greengard, "50% of Your Employees are Lying, Cheating & Stealing", workforce.com.
4. "2003 National Business Ethics Survey", Ethics Resource Center.
5. Urie Bronfenbrenner *et al.*, *The State of Americans: This Generation and the Next* (Free Press, 1996), quoted on Plagiarism.org, www.plagiarism.org/facts.html.
6. Ibid.
7. All Scripture references are taken from the New American Standard Updated Edition.
8. John Maxwell, *There's No Such Thing as "Business" Ethics*, Warner Books, 2003.
9. Ibid.
10. For an in depth look at what happened at Enron see Kurt Eichenwald, *Conspiracy of Fools* (New York: Broadway Books, 2005).
11. The American Heritage Dictionary of the English Language, 4th ed., s.v. "capitalism."
12. Max Weber, *The Protestant Ethic and the Spirit of Capitalism*, 2nd rev. ed. (New York: HarperCollins Publishers Ltd; January 27, 1977).
13. Jerry Fleming, *Profit at Any Cost* (Grand Rapids: Baker Books, 2003).

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We Are Special

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A recent study has found what many of us have observed for some time. College students think they are special. One newspaper put it this way: “If you asked a college freshman today who the Greatest Generation is, they might respond by pointing in a mirror.” The study documented young people’s unprecedented level of self-infatuation.

Psychologist Jean Twenge found that over the last four decades of research on college freshman, there has been a dramatic rise in self-confidence. For example, they describe themselves as “above average” in academic ability and in their personal lives. The problem is that there is a stark disconnect between their opinions of themselves and their actual ability.

I have quoted Jean Twenge before in other studies that she has done. For example, she has found that students suffer from what she calls “ambition inflation.” As their ambition increases, it reaches levels of unrealistic expectations. She has also found in another study that there has been a 30 percent increase toward narcissism in students since 1979.

The changing culture is part of the reason for this dramatic change. She explains: “Our culture used to encourage modesty and humility and not bragging about yourself.” If someone did that in the past, we called that person “stuck-up” or conceited. Today the culture often rewards such attitudes and behavior.

I would also argue that social media encourages and accentuates this trend. Students posting pictures of themselves on Facebook and Instagram, uploading videos on YouTube, and leaving numerous comments on Twitter receive positive feedback for such behavior. These technologies provide additional vehicles to feed their narcissism.

These studies remind us that this generation needs guidance from pastors and parents so they can apply biblical perspectives on success, humility, and self-image. I'm Kerby Anderson, and that's my point of view.

Campus Christianity

Spiritual Wastelands 101

In the fall of my junior year in college, I had been a Christian for only a year. Since I had been involved in a Christian group on campus, however, I felt I had learned a great deal about my faith. As a science major I had completed most of my requirements for my degree, and I was looking forward to taking electives in my major of animal ecology. However, I still had a couple of hours in humanities to fulfill, not my most favorite subject. While I was looking for a humanities elective, I came across an English course entitled "Spiritual Wastelands." I remember thinking to myself, "That looks interesting. I wonder what spiritual wastelands this course is about?" With my newfound interest in spiritual things, I decided to enroll.

On the first day of class, I was horrified the minute the instructor walked into the room. He wore an old Army fatigue jacket, a blue work shirt open to the middle of his hairy chest, ratty blue jeans, sandals, long tangled hair, and a beard. He punctuated his appearance with a leather necklace containing what looked like sharks' teeth. To make it worse, he proceeded to go around the room and ask every student why he or she took this course. I don't really reember what the other students said but when he got around to me, I sheepishly replied that I was a Christian and that I was interested in

knowing what kind of spiritual wastelands he was going to talk about. Immediately, with a look of malevolent glee, he exploded: "You're a *Christian*? I want to *hear* from *you*!"

Needless to say, if there had been a place to hide, I would have found it. As you may guess, the only spiritual wasteland he wanted to talk about was Christianity. I was like a babe who had been thrown to the wolves. Our class discussions, more often than not, were two-sided: the instructor versus me. Hardly anyone else ever spoke up. To say that I found myself floundering like a fish out of water would be an understatement. Occasionally my questions and comments would hit the mark. But I am convinced, as I look back, that even that degree of success was purely the grace of God.

Since that time, I have spent twelve more years in the university environment as both an undergraduate and graduate student. I have learned a great deal about how a Christian student should relate to the academic community, and I would like to share with you four principles for effective Christian witnessing in that setting. I think you will also find that these principles will prove to be an effective guide in any sphere of life.

> ***Approach your studies from a Christian worldview.*** *We need to think Christianly. The only way to accomplish this is to be continually involved in the process of knowing God.*
>
> ***Realize that the job of the student is to learn****—not to preach. A teachable spirit is highly valued. This may seem obvious to you, but believe me, it isn't obvious to everyone.*
>
> ***Pursue excellence.*** *Every exam, every paper, every assignment must be pursued to the best of our ability, as unto the Lord.*
>
> ***Be faithful to the task****—leave the results (grades) to God. Do not get hung up on the world's definition of success.*

Think Christianly

All of our thoughts are to be Christ-centered, including those expressed in a university classroom. Paul tells us in 2 Corinthians 10:5 that “we are taking every thought captive to the obedience of Christ.” All knowledge is to be encompassed by a Christian worldview. In other words, we should try to see all knowledge through the eyes of Jesus. This all sounds well and good, but how do we do that?

The only way to think and see as Jesus does is to know Him. This brings us to the basics of the Christian life. There are numerous demands on the time of a student. There are always experiments to do, books to read, papers to write, exams to study for, assignments to turn in, classes to attend. This is doubly true for graduate students, who spend their entire time seemingly three steps behind where they are supposed to be. Let’s not forget the demands of a girlfriend or boyfriend, family, exercise, and just plain having fun. How is one supposed to find time for regular personal devotions, worship on Sunday mornings, fellowship with other believers, and the study of God’s Word? These activities can all take a serious bite out of the time the university demands from a student. But this is the only way to draw closer to God and to understand His ways.

By being faithful in spiritual things, we trust God to honor the time spent and to bring about His desired results in our academic pursuits despite our having less free time than most non- Christians. Christian campus groups can be of tremendous help in these matters through training, Bible studies, and fellowship with believers who are going through the same struggles you are.

For those times when trouble does arise in the classroom, and you feel that your faith is being challenged and you are confused, an enormous amount of assistance is available to you. The manager of your local Christian bookstore can be a

great help in finding books that deal with your problem. Organizations such as Probe Ministries can also help steer you in the right direction with short essays, position papers, and bibliographies. Dedicated and highly educated Christians have addressed just about every intellectual attack on Christianity. There is no reason to feel like you have to do it on your own. That was my mistake in the "Spiritual Wastelands" course. It never even occurred to me to seek help. I could have represented my Lord in a much more credible way if I had only asked.

There are no shortcuts to living the Christian life. We cannot expect to emerge from the university with a truly Christian view of the world if we put our walk with the Lord on hold while we fill our heads with the knowledge of the world. Remember! We are to take every thought captive to the obedience of Christ. In order to do that, we must know Him; in order to know Him, we must spend time with Him. There were many times in my college career when higher priorities prevented me from spending the amount of time I felt necessary to prepare for an exam, paper, or presentation, but I always found God to be faithful.

During my doctoral studies, we moved into a new house and the boys were ages 4 and 2. The room they were going to share desperately needed repainting and we were having new bunk beds delivered on Monday, the same day of an important cell biology exam. The professor writing this exam was the one in whose lab I had hopes of working for my doctoral project. So I needed to do well.

The room was small and the beds were large, so they needed to be constructed inside the room. This meant the room had to be painted before the beds arrived. If I paint, I lose critical study time for an important exam. If I study, the room goes unpainted and I have an unhappy wife and a difficult task getting to it later. I chose to paint the room. I had a total of three hours of study time for the exam! I entered the exam

free of tension knowing I did my best and it was in God's hands. I had no idea how I did on the exam, but when the grades came out, I received the second highest grade in the class and the best exam score in my tenure as a graduate student! The professor was impressed enough to allow me to begin working in her lab.

Cultivate a Teachable Spirit

I have run across numerous professors whose only encounters with Christians were students who simply told them that they were wrong and the Bible was right. Most professors do not have much patience with this kind of approach. It is a great way to gain enemies and demonstrate how much you think you know, but it does not win anybody to Christ.

Some Christian students have the impression that when they hear error being presented in university classroom, it is their duty to call out the heavy artillery and blast away. This is not necessarily so. As a student, your job is to learn, not to teach. In my education, I reasoned that in order to be a *critic* of evolution, I needed to first be a *student* of evolution and demonstrate that I knew what I was talking about. Once professors realized I was serious about wanting to understand evolution, when I began to ask questions, they listened. In the end my professors and I often had to agree to disagree, but we all learned something in the process, and I built relationships that could grow and develop in the future.

The most effective tactic in the classroom is the art of asking questions. This approach accomplishes three things. First, you demonstrate that you are paying attention, which is somewhat of a rarity today. Second, you demonstrate that you are truly interested in what the instructor is talking about. All good teachers love students with teachable spirits, but not students who are so gullible as to believe unquestioningly everything they say. Third, as you become adept at asking just the right question that exposes the error of what is being

taught, you allow the professor and other students to see for themselves the lack of wisdom or truth in the idea being discussed. Truth is truth, whether expressed by a believer or a pagan. However, non-Christians will believe other non-Christians much more readily than they will a fanatical Christian waving a Bible in his hand.

As a graduate student, I was in a class with faculty and other graduate students discussing a new discipline called sociobiology, the study of the biological basis for all social behaviors. One day we were discussing the purpose and meaning of life. In an evolutionary worldview, this can only mean survival and reproduction. Disturbed at how everyone was accepting this, I said, "We have just said that the only purpose in life is to survive and reproduce. If that is true, let me pose this hypothetical situation to you. Let's suppose I am dead and in the ground and the decomposers are doing their thing. Since you say there is no afterlife, this is it. It's over! What difference does it make to me now, whether I have reproduced or not?" After a long silence, a professor spoke up and said, "Well, I guess that ultimately, it doesn't matter at all." "But wait," I responded. "If the only purpose in life is to survive and reproduce, and ultimately—now you tell me—that doesn't matter either, then what's the point? Why go on living? Why stop at red lights? Who cares?!" After another long silence, the same professor spoke up and said, "*Well, I suppose that in the future, those that will be selected for will be those who know there is no purpose in life, but will live as if there is.*" What an amazing and depressing admission of the need to live a lie! That's exactly the point I wanted to make, but it sank in deeper when, through my **questions**, the ***professor*** said it and not me. When Jesus was found by His parents in the temple with the priests, He was listening and asking them questions—probably not for His benefit, but for theirs (Luke 2:46).

We are all familiar with 1 Peter 3:15, which says, "Sanctify

Christ as Lord in your hearts, always being ready to make a defense to every one who asks you to give an account for the hope that is in you, yet with gentleness and reverence." This verse is a double-edged sword that most of us sharpen only on one side or the other. Many are prepared to make a defense, but they leave destruction in their wakes, never exhibiting gentleness or reverence. Others are the most gentle and reverent people you know, but are intimidated by tough questions and leave the impression that Christianity is for the weak and feeble-minded. The latter need to go back and read a few important passages:

> *2 Corinthians 10:3-5*
>
> *For though we live in the world, we do not wage war as the world does. The weapons we fight with are not the weapons of the world. On the contrary, they have divine power to demolish strongholds. We demolish arguments and every pretension that sets itself up against the knowledge of God, and we take captive every thought to make it obedient to Christ.*
>
> *Colossians 2:8*
>
> *See to it that no one takes you captive through hollow and deceptive philosophy, which depends on human tradition and the basic principles of this world rather than on Christ.*
>
> *Acts 17*
>
> *(The story of what happened when Paul boldly proclaimed the gospel in Thessalonica, Berea, and the Areopagus in Athens.)*
>
> *Paul was a firm believer in the intellectual integrity of the gospel. The "staunch defender" needs to remember that Jesus told His disciples that the world would know that we are Christians by the love we have for one another (John 13:34-35) and that we are to love our enemies (Matt. 5:43-47). Paul exhorted the Romans not to repay evil with*

evil, but to repay evil with good and to leave vengeance to the Lord (Rom. 12:17-21). Finally, the writer of Proverbs tells us that a gentle answer turns away wrath, but a harsh word stirs up wrath (Prov. 15:1), and that the foolish man rages and laughs and always loses his temper, but a wise man holds it back (Prov. 29:9,11).

Pursue Excellence

Nothing attracts the attention of those in the academic community as much as a job well done. There is no argument against excellence. In Colossians 3:17 Paul tells us, "Whatever you do in word or deed, do all in the name of the Lord Jesus, giving thanks through Him to God the Father." If we are to do everything in Jesus' name, He deserves nothing less than the best that we can do. How many of our papers and exams would we be comfortable stamping with the words, "Performed by a disciple of Jesus Christ"? I think I would want to ask if I could have a little more time before I actually handed it in! Yet Paul admonishes us to hold to that standard in all that we do. This does not mean that every grade must be an A. Sometimes your best is a B or a C or even just getting the assignment done on time. The important thing is to try. It's important to be able to tell yourself that, with the time, resources, and energy you had available to you, you did your best. The road to excellence is tough, exhausting, and even frightening. It is hard going. But our Lord deserves nothing less.

Ted Engstrom, in his book *The Pursuit of Excellence,* tells the story of a pastor who spent his spare time and weekends for months repairing and rebuilding a dilapidated small farm in a rural community. When he was nearly finished, a neighbor happened by who remarked, "Well, preacher, it looks like you and God really did some work here!" The pastor replied, "It's interesting you should say that, Mr. Brown. But I've got to tell you—you should have seen this place when God had it all

to Himself!”

It is certainly true that God is the source of all our strength, and all glory and honor for what we may accomplish is His. But, it is no less true that God has always chosen people to be His instruments—frail, mistake-prone, imperfect people. His servants have not exactly enjoyed a life of ease while in His service. Striving for excellence is a basic form of Christian witness. We pay attention to people who always strive to do their best. In the classroom, people may not always agree with what you say, but if they know you as a person who works diligently and knows what you are talking about, they will give your words great respect. And, if there is enough of the Savior shining through you, your listeners will come back and want to know more.

I am reminded of the impact of four Hebrew youths in the Babylonian culture during the reign of Nebuchadnezzar: Daniel, Hananiah, Mishael and Azariah (whom you may recognize by their Babylonian names: Meshach, Shadrach and Abednego). They entered the prestigious secular institution, “Babylon University,” and were immersed into an inherently hostile atmosphere. But Scripture says that

> *And as for these four youths, God gave them knowledge and intelligence in every branch of literature and wisdom; Daniel even understood all kinds of visions and dreams . . . And as for every matter of wisdom and understanding about which the king consulted them, he found them ten times better than all the magicians and conjurers who were in all his realm (Daniel 1:17, 20).*

You can be sure they were instructed in Babylonian literature and wisdom, not Hebrew, yet they excelled. If our God is indeed the King of Kings and Lord of Lords, then He can not only protect us as we enter the university, but He can also prosper us. Imagine the testimony for Jesus Christ if the best

philosophers, the best doctors, the best poets and novelists, the best musicians, the best astrophysicists, and on and on, were all Christians. That would be a powerful witness!

As you pursue excellence, do not be deterred by mistakes. They are going to come, guaranteed. The pursuit of excellence is an attitude in the face of failure. Thomas Edison, the creator of many inventions including the light bulb and the phonograph, was never discouraged by failed experiments. He simply reasoned that he now knew of one more way that his experiment was not going to work. Mistakes were his education. The wise man admits and learns from his mistakes, but the fool ignores them or covers them up. We all admire someone who freely admits a mistake and then works hard not to repeat it.

Strive for Faithfulness, Not Success

As students in the university learn to approach their studies from a Christian worldview, as they grow to appreciate their place as people who are there to learn and not necessarily to confront, and as they begin to pursue excellence in everything they do, it is tempting for them to believe that God will bless whatever they set out to accomplish. Their primary focus becomes whether or not all of their efforts are successful. It can become depressing if they do not see the kind of results they expected God to bring about.

Soon after Mother Teresa received the Nobel Peace Prize for her work among the poor in Calcutta, she was asked by a reporter in New York City how she could dedicate herself so completely to her work when there was no real hope of success. It was obvious she was not going to eliminate hunger, poverty, disease, and all the other ills of that densely populated city in India. In other words, he asked, if you can’t really make a dent in the conditions these people live in, why bother? Her reply was simple, yet profound; she said, “God has not called us to success, but to faithfulness.” How many times have we heard in witnessing seminars that our job is to share the

gospel and leave the results to God? What I hear Mother Teresa saying is that our responsibility is the same in everything we do.

Oswald Chambers, in his timeless devotional book *My Utmost for His Highest,* caused me to recall Mother Teresa and reflect on my own expectations. He said,

> *Notice God's unutterable waste of saints, according to the judgment of the world. God plants His saints in the most useless places. We say—God intends me to be here because I am so useful. Jesus never estimated His life along the line of the greatest use. God puts His saints where they will glorify Him, and we are no judges at all of where that is. (August 10)*

The main point here is that we should be faithful to the task God has given to us rather than worry about whether or not we are achieving the results we think God should be interested in. When we begin thinking that "God is wasting my time and His," we have probably stepped over the line. I spent five and a half years in the laboratory on doctoral experiments in molecular biology, experiments that never accomplished what I had planned. The most frustrating aspect was that these experiments did not result in work that was publishable in the scientific literature, which is the ultimate goal of any scientist. I had a great deal of confidence when I started this difficult research problem that the Lord and I would work it out. Well, we didn't. I never dreamed how much Mother Teresa's words concerning the value of faithfulness over success would be lived out in my own life. It has been a hard, hard lesson. And I don't believe I have a complete answer as to why God chose to deal with me in this way. Scientific publications seemed not just desirable but necessary in my future career; yet God is sovereign and He apparently has other plans. During those years, I learned a great deal about living the Christian life in the midst of difficult

circumstances. I can only pray that I will not forget what was so painful to learn.

Conclusion

In summary, orient your studies according to a Christian world view. Your main job as a student is to learn and to develop the skill of asking questions, and to keep the boxing gloves at home. Pursue excellence and remain faithful to the task to which God has called you, and leave the results to Him.

Suggested Reading

Oswald Chambers. *My Utmost for His Highest.* Westwood, NJ: Barbour and Company, 1963.

Ted Engstrom. *The Pursuit of Excellence.* Grand Rapids, Mich.: Zondervan, 1982.

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How to Be Successful and Satisfied

How belief in Jesus Christ can help you realize your potential and help you find real satisfaction.

This article is also available in Spanish.

Success is:_____. How would you fill in the blank?

“That’s easy,” you might say. “Success is … for an athlete, winning the Super Bowl, the World Series, or a gold medal: for an entertainer, winning an Oscar, a Grammy, or an Emmy; for a businessperson, being a top executive with one of the Fortune 500 companies: for a university student, being elected to Phi Beta Kappa or student government.” But is it always so easy to define?

Several years ago Ranier, a German friend, spent three months with me in the U. S. Once, while he was watching his first baseball game on TV, the batter hit the ball out of the park for a home run. The fans went wild! Ranier turned to me with a puzzled look and asked, “Why are they cheering? They’ve lost the ball?” To the hometown fans the batter was a great success. To someone from another culture, the home run was a mystery.

The meaning of success also varies with individuals. One dictionary defines success as “the satisfactory accomplishment of a goal sought for.” To be successful, you must achieve the goal and be satisfied with the outcome. With this definition one wonders if “success” that does not include personal satisfaction—a sense of well-being—is really true success at all.

KEYS TO SUCCESS

Several factors contribute to success. Consider a few:

1. **Positive Self-Concept.** Imagine that you wake up one morning and your roommate is waiting to tell you something. He or she says, “I’ve been wanting to tell you what an outstanding roommate you are. You’re so kind, so thoughtful; you always keep the room so neat. Just being around you motivates me to be the most positive person I can be.”

After you recover from your cardiac arrest, you head off toward your first class of the day. Whom should you run into

but your date of the previous evening, who says, “Am I ever glad I ran into you! I’d been hoping I’d get a chance to tell you again what a terrific time I had yesterday. My friends are so jealous of me. They think that I’m the luckiest person in the world to go out with someone like you, and I agree! You’re so friendly, so intelligent. You have a great sense of humor and good looks to boot! Why, when I’m with you, I feel like I’m in a dream!”

Then you float into your first class. Your professor is about to return the midterm exams you took last week, but before he distributes them he says, “I have an announcement I’d like to make. I want everyone to know what an outstanding job this student has done on this test.” He points to you in the front row and says, “You are a breath of fresh air to me as a professor. You always do your assignments on time. You often do even more than is expected of you. Why, if every student were like you, teaching would be a joy. I was even considering leaving teaching before you came along!”

Wouldn’t that help you have a great attitude about yourself? And wouldn’t it motivate you to be a better roommate, a better date, a better student? You’d say to yourself, “Why, I’m one sharp person. After all, my roommate, my date and my prof all think so … and they’re no dummies!” You wouldn’t argue with them for a minute! {1}

Of course, some people think so highly of themselves that their egos become problems. Nevertheless, many psychologists agree with Dr. Joyce Brothers when she says, ” . . . a strong, positive self- image is the best possible preparation for success in life.”{2}

2. **Clearly Defined Goals.** Aim at nothing and you’ll surely hit it. Aim at a specific goal and, even if you don’t hit it, chances are you’ll be a lot farther along than if you’d never aimed at all.

The U. S. Space Program has produced many successes and, sadly, a few tragic failures. The successes of NASA help illustrate the importance of goal setting. Perhaps you've heard of the three electricians who were working on the Apollo spacecraft. A reporter asked each what he was doing. The first said, "I'm inserting transistors into circuits." The second answered, "I'm soldering these wires together." The third explained, "I'm helping to put a man on the moon."

Which one was more motivated and satisfied? Probably the one who saw how his activities fit into the overall goal.

Without a clear life's goal, daily duties can become drudgery. Knowing your life's goal can increase your motivation and satisfaction as you see how daily activities help accomplish that goal.

In the early 1960's, President John F. Kennedy set a goal of putting an American on the moon by the end of the decade. In 1969, Neil Armstrong took his "one small step." A specific goal helped NASA achieve a major milestone in history. Someone who desires success will set specific goals.

3. **Hard Work.** Any successful athlete knows that there would be no glory on the athletic field without hard work on the practice field. A true test of character is not just how well you perform in front of a crowd, but how hard you work when no one notices—in the office, in the library, in practice. President Calvin Coolidge believed "nothing in the world can take the place of persistence. Talent will not … Genius will not … Education will not … Persistence, determination, and hard work make the difference." {3}

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how well you perform in front of a crowd,
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“What is success?” asks British Prime Minister Margaret Thatcher. “I think it is a mixture of having a flair for the thing that you are doing … hard work and a certain sense of purpose…. I think I had a flair for … (my work), but natural feelings are never enough. You have got to marry those natural feelings with really hard work.” {4}

The heavyweight-boxing champion of another era, James J. Corbett, often said, “You become the champion by fighting one more round. When things are tough, you fight one more round.” {5}

Success requires hard work. Of course you can overdo it and become a workaholic. One workaholic businessman had a sign in his office that read, “Thank God It’s Monday!” We all need to balance work and recreation, but hard work is essential to success.

4. **A Willingness to Take Risks.** Theodore Roosevelt expressed the value of this asset in one of his most famous statements: “Far better it is to dare mighty things, to win glorious triumphs, even though checkered by failure, than to rank with those poor spirits who neither enjoy much nor suffer much because they live in the great twilight that knows neither victory nor defeat, ” {6}

Ingemar Stenmark, the great Olympic skier, says, “In order to win, you have to risk losing.” Consider this question: “What would you do if you knew you could not fail?” That question can expand your vision and enlarge your dreams. Maybe your desire is to be a great political leader, an entertainer, a top businessperson or academician, a star athlete. What would you do if you knew you couldn’t fail?

Now ask, “Am I willing to risk a few possible failures in order to achieve that goal?” Success often involves risks.

AN OBSTACLE TO SUCCESS AND SATISFACTION

A positive self-concept, clear goals, hard work, and a willingness to take risks … all contribute to success. But there is a major obstacle to experiencing success and satisfaction in life.

In 1923 a very important meeting was held at the Edgewater Beach Hotel in Chicago. Attending this meeting were seven of the world's most successful financiers-people who had found the secret of making money.

Consider what had happened to these men 25 years later. The president of the largest independent steel company, Charles Schwab, died in bankruptcy and lived on borrowed money for five years before his death. The president of the greatest utility company, Samuel Insull, died a fugitive from justice and broke in a foreign land. The president of the New York Stock Exchange, Richard Whitney, spent time in Sing Sing Penitentiary. A member of the President's cabinet, Albert Fall, was pardoned so he could die at home. The greatest "bear" on Wall Street, Jesse Livermore, died a suicide. The head of the greatest monopoly, Ivan Krueger, died a suicide. The president of the Bank of International Settlements, Leon Fraser, died a suicide. All these had learned well, the art of success in making a living, but apparently they all struggled with learning how to live successfully. {7}

Pollster and social commentator Daniel Yankelovich quotes a $100,000/ year full partner in a public relations firm: "I have achieved success by the definition of others but am not fulfilled. I appear successful … I have published, lectured, exceeded my income goals, achieved ownership and a lot of people depend on me. So, I've adequately achieved the external goals but they are empty."{8}

Dustin Hoffman is an extremely successful movie actor. His film career seems almost dazzling and includes an Oscar for

his performance in “Kramer vs. Kramer.” Yet consider what he says about happiness and satisfaction: “I don’t know what happiness is …. life, liberty and the pursuit of happiness? I’d strike out happiness …. Walk down the street and look at the faces. When you demand happiness, aren’t you asking for something unrealistic?”{9}

Success in one area does not guarantee satisfaction in life. You can reach all your goals and still not be at peace with yourself. How can you both achieve your goals and be satisfied? And even if you feel a degree of satisfaction, could there be something more?

“You can reach all your goals,
and still not be at peace with yourself.”

SUCCESSFUL AND SATISFIED

More and more psychologists and psychiatrists are seeing the need to develop the total person physically, psychologically, and spiritually—to produce real satisfaction. Often in our struggle for success, we focus on physical and psychological development at the expense of the spiritual.

Not long ago a group of counselors spent quite a bit of time in New York City interviewing some of the nation’s most successful executives. They interacted with editors of newspapers and magazines, executives with advertising agencies, banks, the TV networks, seeking to understand these leaders’ ideas about success.

One question these counselors asked involved the spiritual area: “What place do faith and spiritual values have in your fife?” In response, 75% conveyed that spiritual values were “important” or “very important” to both personal and

professional development. Remarked one, “If they could be strengthened, a lot of these other things would fall into place.” Yet, surprisingly few of these leaders had clearly defined convictions in the spiritual area. As one radio broadcaster noted with a smile, “I am inspirable, but I can’t find anyone to inspire me!” {10}

Then these executives were told about someone who could inspire them, one of history’s most influential personalities, a person who stressed the importance of spiritual development as well as the physical and psychological. The life and teachings of this influential and very successful leader have made quite a positive impact on my own life, as well. Perhaps a bit of background will put my discovery in perspective.

In high school I looked for success through athletics, academics and student government. And I found it. I lettered in basketball and track … our track team was undefeated. I ranked in the top of my class academically, was involved in student government, and was attending one of the nation’s leading prep schools. John F. Kennedy and Adlai Stevenson were graduates as were playwright Edward Albee and actor Michael Douglas.

I mention these details not to boast but to draw a contrast. Success in these areas had not brought the personal satisfaction I’d wanted. I was still an introvert, sometimes afraid to introduce myself to a stranger or ask a young woman for a date. My attitudes were often inconsistent with my behavior. Outwardly I could appear very positive and loving, while inwardly I might be negative and resentful of someone I didn’t like. Guilt, anxiety and a poor self-image often hindered me from taking risks or from being vulnerable in relationships.

Later, in college, I was still wrestling with these areas. Then I ran into a group of students who had something special about them, a love, joy, and enthusiasm I found very

attractive. I especially appreciated the fact that they accepted me just the way I was. I didn't have to try to impress them with a list of accomplishments, though they were sharp, attractive, and successful. Even in dating I didn't feel the normal pressure to display a macho image. They seemed to like themselves and they accepted me, too.

These were Christian students and I knew that I wanted what they had. They told me they had found a personal relationship with Jesus Christ. I couldn't accept all that right away, yet I kept going back to their meetings because I was curious and because it was a good place to get a date. Especially because it was a good place to get a date!

AN OPEN DOOR

The more I spent time around them, the more I saw how their faith affected their lives and relationships. They told me that God loved me unconditionally, but that I was separated from Him by a condition of alienation called sin. They said that He had sent His unique Son, Jesus, to die on the cross to pay the penalty for my sins and rise from the grave to offer new life. When I placed my faith in Him, they explained, He would enter my life, forgive me of my sin, and begin to produce the fulfillment I'd been looking for.

Finally, through a simple, silent attitude of my heart, I said, "Jesus Christ, I need you. Thanks for dying and rising again for me. I want to accept your free gift of forgiveness. I open the door of my heart and invite you in. Give me the fulfilling life you promised." There was no thunder and lightning. Angels didn't rise in the background singing the "Hallelujah Chorus" and I didn't become perfect. But gradually, I began to see change. I had a new inner peace that didn't fluctuate with circumstances. I found a freedom from guilt and a new purpose for living. I saw my self-image improve and felt freer to take risks, to love others less conditionally.

There are many examples of Christians who are both successful and satisfied: Roger Staubach, former quarterback for the Dallas Cowboys; Julius Erving, star professional basketball player; J. C. Penney, founder of the department store chain; Dr. Charles Malik, past president of the UN General Assembly: Mark Hatfield, U. S. Senator from Oregon; Janet Lynn, a figure skater; Jerome Hines, Amy Grant, Pat Boone and Debby Boone as entertainers: and many more. Being a Christian doesn't guarantee supreme success. Christians have their failures, too. But a relationship with God can enhance your self-concept, help clarify your goals, strengthen your determination and help you improve whatever you do. The personal satisfaction Christ provides can make a positive difference, too.

"What a tragedy to … climb the ladder
of success, only to reach the top
and find the ladder leaning against the wrong wall."

Here's how: Remember the earlier illustration about your roommate, date and professor showering praise on you? Unfortunately, that doesn't happen every day. But God thinks you are very special, so special that He sent His only Son to die in your place. When you come to know Christ personally and realize the magnitude of His love for you, you can find strength to accept yourself and greater freedom to take prudent risks. You can face rejection with the security that even if everyone else turns on you, God still loves you. Knowing He wants the best for you can increase your determination to work hard for worthwhile goals.

What about you? Does your definition of success include personal satisfaction? Have you found success? Will your success be enough to sustain you through any rough times that may lie ahead? Have you found personal satisfaction?

What a tragedy it would be to spend an entire lifetime climbing the ladder of success only to reach the top and find the ladder was leaning against the wrong wall. Are you willing to consider how Jesus Christ can make a difference in your life?

Notes

1. Illustration adapted from Zig Ziglar, *See You at the Top* (Gretna, LA: Pelican Publishing Co., 1979), p. 46.

2. Ibid., p. 49.

3. Ibid, p. 319.

4. Prince Michael of Greece, "I Am Fantastically Lucky," *Parade* Magazine, July 13, 1986, p. 4.

5. Ziglar, op. cit.

6. Hugh Sidey, To Dare Mighty Things," *Time,* June 9, 1980, p. 15.

7. Adapted from Bill Bright, *"The Uniqueness of Jesus"* (San Bernardino, CA: Campus Crusade for Christ, 1968) pp. 14-15.

8. Daniel Yankelovich, *New, Rules,*p-69.

9. Gerald Clarke. "A Father Finds His Son," *"Time,"* December 3, 1979, p. 79.

10. Patty Burgin, "A View From the Top," *Collegiate Challenge,* 1980, p. ii.

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