

# Use of Questions in Evangelism

## Why are questions important in evangelistic conversations?

1. They were used by Jesus in evangelism. (e.g. Mark 10:17-18, John 4:1-26)
2. They open the doors of conversation.
3. They show you are interested in them as a person.
4. They help you understand their point of view.
5. They help you discover the real issue in their life.
6. They help a person come to understand for themselves.
7. They help you avoid becoming ensnared in an unfruitful argument.
8. They alleviate the need for you to have all the answers.
9. They provoke a desire for answers in the other person.

## Questions to use in evangelistic conversations

### Questions to begin a spiritual conversation

- What is your spiritual/church background?
- Is spirituality/religion something that is important to you? Why is that?
- Why don't you go to church? What don't you like about religion?
- Do you ever wonder what happens to a person after death? What do you think happens?

### Questions to help you understand their view

- Can you explain that to me?
- What are the main reasons you think that?
- So you're saying that...?

### Questions to make them examine their view

- Why do you think that?
- How do you know that?
- Where have you heard that?
- What convinces you of that?
- What is the strongest case for that?
- So, what difference does that make...?

### Questions to help them see the other side of the issue

- Isn't it possible that...?
- What if you're wrong?
- What about...?
- Have you ever thought about why other people believe differently than you do? Why do you think that is?

### Questions to get to the heart of the matter

- If I could answer all your questions would it make any difference?
- If that were not true would it make a difference in your view?
- Is that the only reason you believe that?
- Would you like it if...? Why or why not?