

SIX STYLES OF EVANGELISM

Read each of the 36 statements below and record a number for each that reflects the degree to which you think that statement fits you. Your choices are from 1 to 5, with 1 being the lowest match to who you are, and 5 the highest. Here's a description of what each number means:

- 5 = That's totally me
- 4 = Pretty much like me
- 3 = Somewhat like me
- 2 = A little like me
- 1 = That's not like me at all

After you complete the questionnaire, transfer these numbers to the "Evangelism Styles Total" to determine the style that fits you best.

- ___ 1. In Conversations, I like to approach topics directly, without much small talk or "beating around the bush."
- ___ 2. I have a hard time getting out of a bookstore without buying a bunch of new books that will help me understand what people are thinking.
- ___ 3. I often speak out of my personal background or experience in order to illustrate a point I am trying to make.
- ___ 4. I am a "people-person" who places a high value on friendship.
- ___ 5. I enjoy adding or including new people in activities I'm involved in.
- ___ 6. I see needs in people's lives that others often overlook.
- ___ 7. I don't shy away from challenging someone when it seems necessary.
- ___ 8. I tend to be analytical and logical.
- ___ 9. I often identify with others by using phrases like , "I used to think that, too," or "I once felt the way you do."
- ___ 10. People have commented about my ability for developing deep friendships.
- ___ 11. To be honest, I often watch for situations in which someone "better qualified" can explain concepts to my friends.
- ___ 12. I find fulfillment in helping others, often in behind-the-scenes ways.
- ___ 13. I do not have a problem confronting my friends with the truth even if it strains the relationship.
- ___ 14. In conversations, I naturally key in on questions that are holding up a person's understanding or progress.
- ___ 15. When I talk around the locker room or the drinking fountain, people really listen.
- ___ 16. I would rather delve into personal life issues than abstract theoretical ideas.
- ___ 17. It is not unusual for me to attend special events or concerts and bring along a carful of friends.
- ___ 18. I would rather show love though actions than through words.
- ___ 19. I think the world would be a lot better place if people would stop being so sensitive about everything and just speak the truth!
- ___ 20. I enjoy discussions and debates on difficult questions.
- ___ 21. I intentionally share my mistakes and struggles with others when it will help them consider solutions that could help them.
- ___ 22. I prefer discussing a person's life before getting into the details of their beliefs and opinions.

- ___ 23. I tend to watch for worthwhile events to bring people to (such as enriching seminars, retreats, classes, or church services).
- ___ 24. I have found that my quiet demonstrations of love and care sometimes help people open up and become more receptive to what I think.
- ___ 25. A motto that would fit me is: "Make a difference or a mess, but *do* something."
- ___ 26. Often when listening to teachers or TV commentators, I mentally (or even verbally) argue with their positions and logic.
- ___ 27. People seem interested in hearing stories about things that have happened in my life.
- ___ 28. I enjoy long talks with friends, and it doesn't matter much where we are or where we're going.
- ___ 29. I am always looking for a match between the needs and interests of my friends and various books, classes, and programs that they would enjoy or benefit from.
- ___ 30. I think the world would be a better place if people would talk less and take more action on behalf of their friends and neighbors.
- ___ 31. I sometimes get in trouble for lacking gentleness and sensitivity in the way I interact with others.
- ___ 32. I like to get at the deeper reasons for opinions that people hold.
- ___ 33. I am still amazed at how God has worked in my life and I would like others to know about it.
- ___ 34. People generally consider me to be an interactive, sensitive, and caring kind of person.
- ___ 35. A highlight of my week is when I can take a guest with me to a helpful learning event, including church.
- ___ 36. I tend to be more practical and action-oriented than philosophical and idea-oriented.

Evangelism Styles Total:

- Direct:** #1 + #7 + #13 + #19 + #25 + #31 = _____
- Intellectual:** #2 + #8 + #14 + #20 + #26 + #32 = _____
- Testimonial:** #3 + #9 + #15 + #21 + #27 + #33 = _____
- Interpersonal:** #4 + #10 + #16 + #22 + #28 + #34 = _____
- Invitational:** #5 + #11 + #17 + #23 + #29 + #35 = _____
- Serving:** #6 + #12 + #18 + #24 + #30 + #36 = _____