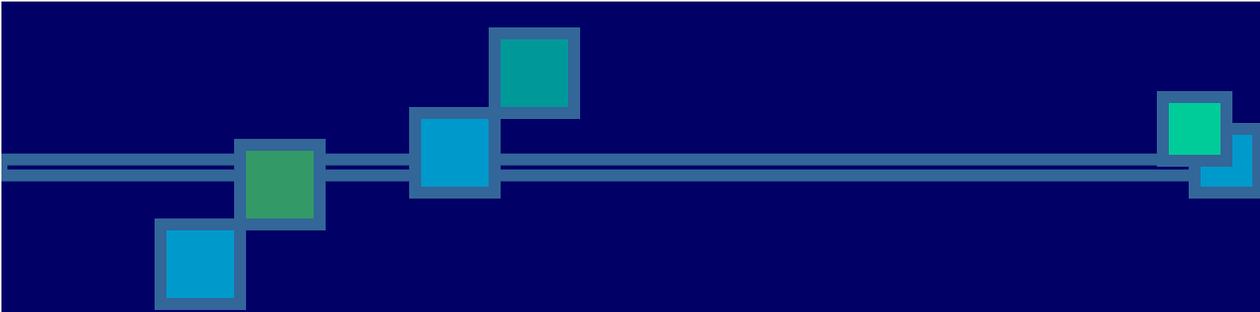


# Principles and Methods of Obtaining Decisions

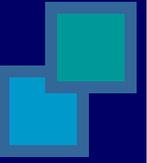
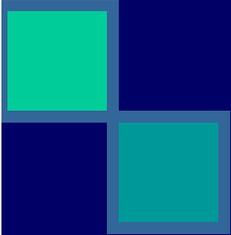


## ABC of Decision Making

*Claudius C. Morgan*

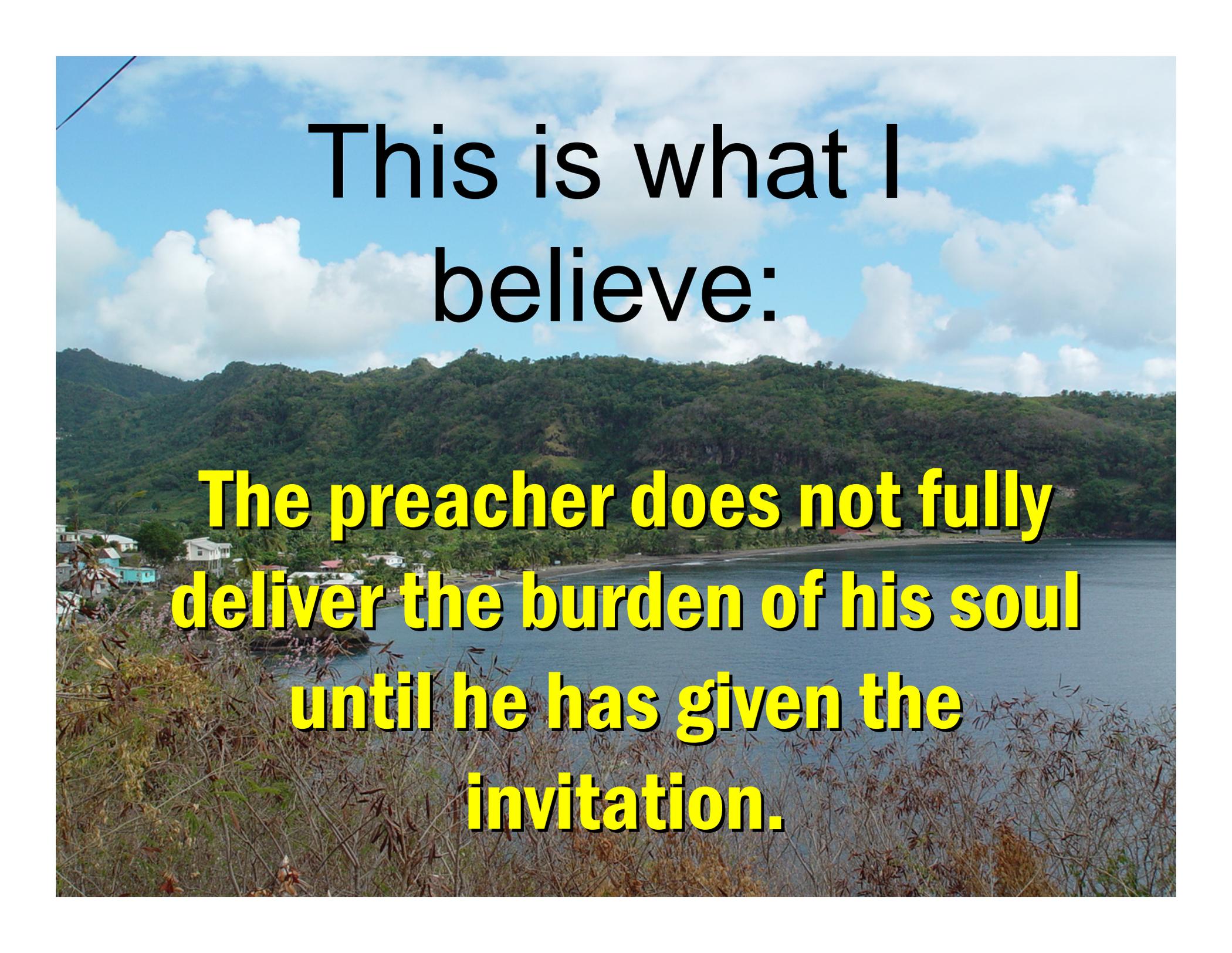


Objective: *At the end of the presentations of the four modules, you should understand the importance of using the appeal and know how and when to use the different kinds of appeals. In short you should be able to get decisions for Christ.*



# Do you agree with this statement?

- Without the invitation, the evangelistic message is incomplete and the effect of the message unknown.



This is what I  
believe:

**The preacher does not fully  
deliver the burden of his soul  
until he has given the  
invitation.**

# If evangelistic preaching is both biblical and psychological then invitations are:

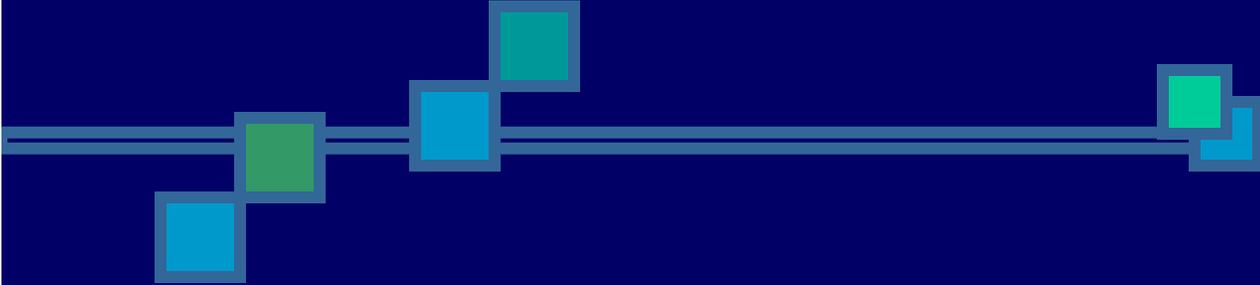
- Biblical - Genesis 3:9; Exodus 32:26; Luke 14:23; 2 Corinthians 5:11

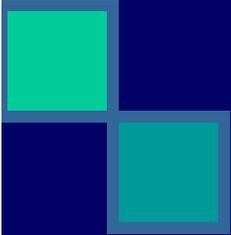
It is clear from these Biblical references that people do not make decisions without input from others

- Logical - Why do we conduct crusades?

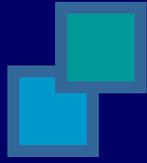
Most people will not become Christians unless the opportunity is offered them to take a public stand for Christ

- Practical — They are historically justified. Aim: Win men to Christ at the earliest moment.

- 
- Psychological – Invitations are supported by the best principles of modern psychology



And this psychology has nothing to do with tricks. Invitations that are psychological deal with cognitive and social psychology.



- Decisions must be made while people are in a favourable mood and in a spiritual environment or they may never be made.



# ABC of Decision Making

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- ◆ **Acceptance – Accept people for who they are and where they are.**

**Example: Woman at the well.  
Ask a favour!  
Pool of Bethesda.  
Christ first met first a  
physical need.**



# Acceptance has two ingredients:

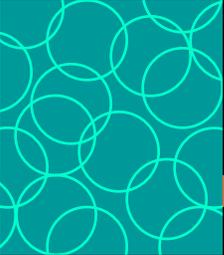
- Agreement: Find areas of agreement.
- EGW “Agree with people on every point when you can consistently do so.” Let them see that you love their souls, and want to be in harmony with them as far as possible.” EV pg. 141
- Approval — Look for good points. Proverbs 27:2  
Mary and the alabaster box! Matthew 18:10

# ABC of Decision Making

- **Belief** – Nobody is won by a person they do not like. Nobody likes a person they feel does not accept them.

Never believe that a person is hardhearted, unresponsive or unreachable. If you do, your attitude will be reflected in the decision they make.

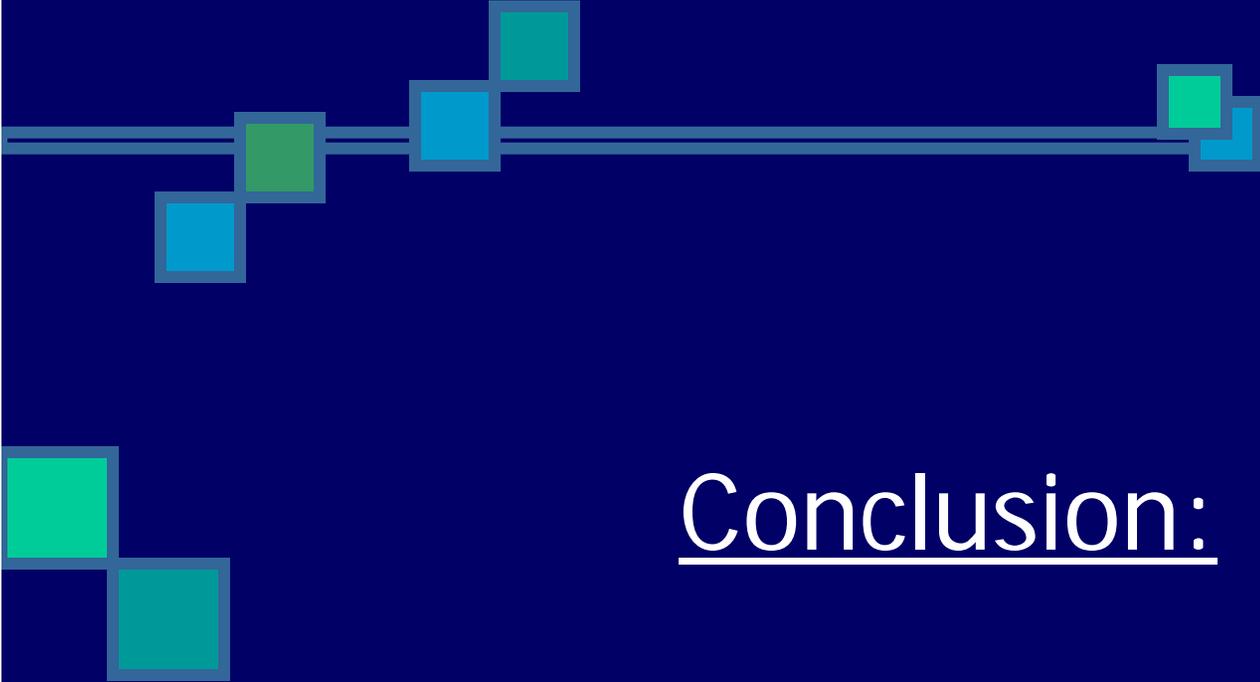
Question: Who was the first missionary Jesus sent out? Mark 5:19



# ABC of Decision Making

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- ◆ Confidence – People often act when we expect them to act.
  - ◆ In leading men and women to Christ, act confidently, as if it were impossible for you to fail.
  - ◆ You will agree that the early church preached the gospel with confidence. Hear their testimony – Acts 21:20



## Conclusion:

To be a successful soul winner, *accept* men and women as they are by being agreeable and expressing approval; *believe* that they are sincere and genuine; *confidently* expect them to make right decisions.

