



A P P E N D I X
SIX

**THE EVANGELISM
BATTLE FITNESS TEST (EBFT)**

Please take this test before and after you have read this book. My prayer is that as a result of your reading, your scores before and after will be remarkably different. We want the book to make you supremely fit to enter the battle for souls for the glory of God!

You will remember in the Introduction, an analogy was drawn between evangelism and the smooth functioning of a car. I pointed out that to start an average car, and keep it going smoothly, hundreds of car parts must synchronise and work together perfectly. If just one critical part malfunctions (e.g. the fuel pump), the car stops. From this analogy we can also see that not all parts are critical (e.g. the windscreen wiper on the passenger's side). But, when all parts are working perfectly, the car feels and drives like new. By using this analogy, I wanted us to see the parallels with evangelism. Every person in our church is like a car, and every device of the devil causes a part to malfunction. If we can eliminate all the malfunctions, the car will purr. If we eliminate all the devil's devices, the Christians in our church will begin to fly in evangelism, and you will have helped turn the tide in the battle for souls. The more devilish devices we identify and eliminate, the better our chance of mobilising our people for evangelism. And the more people in our church who purr in evangelism, the better the chance of creating a truly explosive evangelistic culture! The ideal is to have everyone in our church score 100 percent. Please be aware that people in your church who

score poorly can negatively affect the evangelism performance of others in the church.

The intention of the EBFT test is to diagnose your thinking about evangelism. If we can help you think biblically about evangelism, there is a greater chance that you will activate for it personally.

When you take this test for the first time, many of the terms and phrases used will be unfamiliar to you. Please try to answer the questions anyway. When you get to the end of the book and re-sit the same test, I think you will be pleasantly surprised at how your reading has prepared you to activate for personal evangelism in the war for souls.

Critical questions:

Some questions are like the critical parts of a car. If you get these wrong your car just won't start i.e. you'll have little chance of mobilising yourself for personal evangelism. If you are a leader, the consequences of getting a critical question wrong are more severe. Each of these questions is worth 5 points.

Not so critical questions:

Other questions are, like the windscreen wiper on the passenger's side, not so critical. If you get one or two of these questions wrong, they will still affect the performance of your car but they will not stop it completely. However, if you get a number wrong (say more than five), your evangelism car will grind to a complete stop in no time. Each of these questions varies in weighting from 1 to 4. The higher the score, the more serious is the potential problem for evangelism.

Proviso:

Having said this, I think all the questions ought to have a five point rating! As you read through the questions, I am sure you will agree. So please don't get hung up on a particular weighting. You are allowed to disagree with the rating we have given each question.

Instructions:

Answer each question in sequence, by giving your first gut response. Place a tick in one of the boxes provided for each question.

For example:

2.	If we don't feel particularly victorious in our Christian lives, we cannot proclaim the gospel effectively.	Agree	Disagree
		✓	

At the end, mark your test using the answer sheet provided. You will notice when you are marking that we have pointed out (made bold) the critical questions (i.e. the questions that are like the fuel pump on your car). If you fail any questions, please refer to the appropriate section of the book for clarification. The appropriate sections are noted beside each question in the answer section.

The answers to some questions might not be clear cut. With these questions, place a tick in the box which you believe is either mostly right or mostly wrong, or with which you generally agree or generally disagree.

No.	QUESTIONS / STATEMENTS	Response	
		Agree	Disagree
1.	To evangelise is simply to spread or proclaim the gospel.	Agree	Disagree
2.	If we don't feel victorious in our Christian lives, we cannot proclaim the gospel effectively.	Agree	Disagree
3.	It is impossible to share the gospel effectively with total strangers.	Agree	Disagree
4.	True evangelism will always confront the person listening about something, otherwise it cannot be the whole gospel which is being proclaimed.	Agree	Disagree
5.	If a church leader models personal evangelism, it is highly likely the people under him or her will follow suit.	Yes	No
6.	Using tools to proclaim the gospel reduces evangelism to a formula, and using formulas in evangelism reduces effectiveness.	Agree	Disagree
7.	Non-Christians can be saved by someone or something other than Jesus Christ.	Agree	Disagree
8.	If I don't observe a sign or a wonder when I preach the gospel, this is an indication that the gospel being preached is incomplete.	Agree	Disagree
9.	Leading a good life can rightly be equated with evangelism.	Agree	Disagree
TOTAL FOR PAGE ONE			

10.	It is the task of the Christian giving the gospel to convict the non-Christian listening of the truth of the message.	Agree	Disagree
11.	The content of the gospel message we are to speak to non-Christians cannot be defined.	Agree	Disagree
12.	When we die our souls do not live on consciously in either heaven or hell. They are annihilated.	Agree	Disagree
13.	Jesus taught the disciples in Mark 4:26-29 to expect a time delay between someone hearing the gospel and their conversion.	Agree	Disagree
14.	The skill to become effective in personal evangelism can be learned by virtually anyone who is willing.	Agree	Disagree
15.	Central to God’s plan “A” for the evangelising of the world is the strategy of mobilising all Christians for personal evangelism.	Agree	Disagree
16.	All of the six steps in the process of drawing a non-Christian to Christ (i.e. Ploughing, Sowing, Watering, Growing, Harvesting, and Discipling) are evangelism.	Agree	Disagree
17.	Would you say, as a result of reading this book, that you now have a good grasp of the difference between “other gospels” and “the gospel”?	Yes	Not sure
18.	Christian scholars and leaders can help us understand the Bible better.	Agree	Disagree
19.	The simple gospel message cannot effectively penetrate the post-modern mind.	Agree	Disagree
20.	It would be irresponsible to give the gospel to a non-Christian and not follow that person up with a phone call, a home visit, or some literature.	Agree	Disagree
21.	To present the gospel to non-Christians is an act of Christian love.	Agree	Disagree
22.	If you are a leader, it is wise to wait until your people say they are ready for evangelism before you attempt to activate them.	Agree	Disagree
23.	In order to say the whole gospel has been proclaimed, the gospel message must cover four areas of content: a. Why we must be saved. b. How Jesus can save us. c. What we must do to be saved. d. The cost of discipleship.	Agree	Disagree
24.	Positive distractions can subtly hinder Christians from evangelising.	Agree	Disagree
TOTAL FOR PAGE TWO			

25.	When non-Christians discover they are going to hell, God will often use this knowledge to move them powerfully towards the point of conversion.	Agree	Disagree
26.	“Sharing one’s faith” and “evangelism” are not always the same thing.	Agree	Disagree
27.	The whole Bible could rightly be called “the gospel.” However, the gospel we are to proclaim to non-Christians is a carefully crafted salvation message from within the Bible.	Agree	Disagree
28.	Mixing with Christians who are active in personal evangelism will positively and powerfully affect my efforts to mobilise for evangelism.	Agree	Disagree
29.	God is going to save only those people He has predestined for salvation. Conclusion: We don’t need to evangelise. God will save them anyway.	Agree with conclusion	Disagree with conclusion
30.	The Greek word <i>automate</i> means ‘all by itself.’	Agree	Disagree
31.	Sharing the gospel will not be effective unless I first do a good deed for the person I am to share with.	Agree	Disagree
32.	When I evangelise, I am worshipping Jesus.	Agree	Disagree
33.	Wanting to “keep the peace” and not offend anyone can cause us to water down the gospel.	Agree	Disagree
34.	I believe our faith is a private matter and that we should not talk about it in public.	Agree	Disagree
35.	Social action can quite rightly be called evangelism.	Agree	Disagree
36.	Evangelists wake up every day feeling eager to reach people with the gospel.	True	False
37.	Proclaiming the gospel is one of the most potent ways of bringing glory to Jesus Christ.	Agree	Disagree
38.	To reach unreached people groups with the gospel and establish an indigenous church in each group is the mission priority of the Christian Church.	Agree	Disagree
39.	The evangelism priority of the Christian Church is to present the gospel clearly and lovingly to every person in every people group, doing our best to ensure they understand it.	Agree	Disagree
40.	Are you able to explain the difference between the general use of the term ‘the gospel’ and the sharply-defined New Testament use?	Yes	No
TOTAL FOR PAGE THREE			

41.	Are you able to explain the difference between the words, works, and effects of the gospel?	Yes	No
42.	The main task of a Christian who has the gift of evangelism is to equip everyone else in the Church, who does not have the gift, to evangelise.	Agree	Disagree
43.	If I feel less than competent in evangelism and afraid of opposition from non-Christians, this is an indication God is saying, "I don't have to do evangelism."	Agree	Disagree
44.	Walking alongside non-Christians and befriending them can rightly be called discipleship.	Agree	Disagree
45.	Everyone who gives a personal testimony is evangelising.	Agree	Disagree
46.	Christians can lose the ability to relate to non-Christians.	Agree	Disagree
47.	There is a vast difference between simple exposure to the gospel and hearing and understanding it.	Agree	Disagree
48.	Personal evangelism is not the responsibility and privilege of all believers.	Agree	Disagree
49.	Defining evangelism as the winning of souls severely hinders evangelism.	Agree	Disagree
50.	Could you explain the difference between normal and non-normal evangelism?	Yes	No
51.	Would you say that the culture of your church is evangelistic? In other words, if a visitor to your church was to ask random people in your church the question, 'what is the most important passion of your pastor and the leadership, would 'Evangelism' consistently feature in the answers?	Yes	No
52.	Mobilising mega-church leaders and Bible college principals for evangelism is a key for mobilising the rest of the Christian Church.	Agree	Disagree
53.	It is quite possible to reap a great harvest from a field not sown with seed.	Agree	Disagree
54.	Christians who say they are too busy to evangelise are too busy.	Agree	Disagree
55.	With the six step process of drawing non-Christians to Christ, could you explain the difference between ploughing, sowing, watering, growing, harvesting and discipling?	Yes	No
TOTAL FOR PAGE FOUR			

56.	Evangelism is a process.	Agree	Disagree
57.	It is my responsibility to get training for personal evangelism, not the responsibility of my pastor to get it for me.	Agree	Disagree
58.	Experiencing personal discomfort in the Christian life is a normal part of being a committed follower of Jesus.	Agree	Disagree
59.	It is okay to have a private revelation from God (e.g. "God has told me not to do evangelism.") which contradicts the clear teaching of the Bible (i.e. "Go into the world and proclaim the gospel").	Agree	Disagree
60.	Leaders at every level can make or break the possibility of evangelising the world.	Agree	Disagree
61.	"When I feel fearful of doing evangelism, this is God speaking to me, telling me I am not to do it."	Agree	Disagree
62.	The strategy of deliberately making friends with non-Christian in order to bring them to church is highly desirable and ought to be encouraged. However, making a friendship with a non-Christian, in and of itself, is not evangelism.	Agree	Disagree
63.	Any discipleship program which does not include on-going training for personal evangelism is a deficient discipleship program.	Agree	Disagree
64.	Evangelism is an event within a process.	Agree	Disagree
65.	A decline in the number of Christians in the West, and the decline in belief in God among non-Christians, is closely related to a decline in Christians doing personal evangelism.	Agree	Disagree
66.	To define evangelism as "every activity which brings a non-Christian person closer to the point of salvation" hinders evangelism.	Agree	Disagree
67.	God does not promise to follow up every seed of the gospel which has been well planted.	Agree	Disagree
68.	Could you show someone else how to proclaim the gospel to a non-Christian?	Yes	No
69.	Using the Law is essential in evangelism.	Agree	Disagree
70.	St Francis of Assisi did not say "Go into the world and preach the gospel, and if all else fails, use words."	Agree	Disagree
TOTAL FOR PAGE FIVE			

71.	Making a point of doing personal evangelism regularly is not legalism.	Agree	Disagree
72.	We can safely presume everyone in a typical church knows the biblical definitions of “evangelism” and “the gospel”.	Agree	Disagree
73.	When we evangelise, we appeal to the mind and the conscience of the non-Christian in order to access their heart, which must be regenerated.	Yes	No
74.	It is important that non-Christians understand our gospel messages.	Agree	Disagree
75.	Churches can increase their effectiveness in evangelism by regularly showing a concise say-it-all-at-one-time gospel message as part of the church program.	Agree	Disagree
76.	The greatest evangelists eventually completely lose all their fear of doing personal evangelism.	Agree	Disagree
77.	God is looking for leaders who have a Kingdom view of evangelism. That is, they will happily sow time and resources into the harvest field of the world, even if the fruit of their efforts ends in the growth of the church of another.	Agree	Disagree
78.	It is critically important to ‘plough’ the ground of the hearts of non-Christians and to ‘water’ the seed of the gospel after it has been planted.	Agree	Disagree
79.	Not all ‘witnessing’ is evangelism.	Agree	Disagree
80.	Is the leadership of your church accountable for their personal evangelism? (If you are not a leader, answer for yourself)	Yes	No
81.	The highest motive for evangelising is to obey God.	True	False
82.	Appealing to the mind by being clear and logical in our presentation of the gospel is extremely important.	Agree	Disagree
83.	If my motives are not right when I evangelise, the gospel will not be effective.	Agree	Disagree
84.	The highest motive for doing evangelism is to love people.	Agree	Disagree
85.	The main thrust of the teaching of Jesus is active evangelism, where we go to the lost and present the gospel to them in their world.	Agree	Disagree
TOTAL FOR PAGE SIX			

86.	We have no hope of evangelising the world unless we start going to complete strangers to present the gospel to them.	Yes	No
87.	When the gospel is proclaimed and there is no immediate result (i.e. an immediate conversion), the exercise was a waste of time and resources.	Agree	Disagree
88.	Mixing only with non-evangelising Christians can negatively affect my efforts to mobilise for evangelism.	Agree	Disagree
89.	Prayer, intercession, fasting and other spiritual disciplines are legitimate substitutes for evangelism.	Agree	Disagree
90.	“It is hypocritical to pray for the lost, yet not go to them personally with the gospel, the means which God has appointed for their salvation.” (Spurgeon and C.T Studd)	Agree	Disagree
91.	The topic of hell is an important part of the gospel.	Agree	Disagree
92.	Is serious on-going training in personal evangelism happening in your church?	Yes	No
93.	If all non-Christians hear from Christians is “Jesus loves you,” we are deceiving them about their standing before God.	Agree	Disagree
94.	With free wheeling evangelism (as opposed to using good tools) it’s more difficult to get around to presenting the whole gospel.	Agree	Disagree
95.	The priority of the Christian Church is to evangelise the world for the glory of God.	Agree	Disagree
96.	Not all “Christian mission” is evangelism.	Agree	Disagree
97.	It is vitally important to invest heavily in overseas missions and missionaries but not as a substitute for evangelising our own Jerusalem. In fact, according to Jesus, evangelising our Jerusalem ought to take priority. It is not either/or. It’s both.	Agree	Disagree
98.	“Making friends with non-Christians is good, but I can see how the term “friendship evangelism” can lead to confusion about what evangelism actually is.”	Yes	No
99.	Drawing non-Christians to God is a team event where only some in a typical church need to activate for evangelism.	Agree	Disagree
100.	Pseudo converts hinder evangelism.	Agree	Disagree
TOTAL FOR PAGE SEVEN			

Scoring BEFORE reading this book		Scoring AFTER reading this book	
1st Page Total		1st Page Total	
2nd Page Total		2nd Page Total	
3rd Page Total		3rd Page Total	
4th Page Total		4th Page Total	
5th Page Total		5th Page Total	
6th Page Total		6th Page Total	
7th Page Total		7th Page Total	
Total Score	320	Total score	320

Scoring

No.	Response	Points	Response	Points	Chapter reference
1.	Agree	5	Disagree	0	1
2.	Agree	0	Disagree	1	8
3.	Agree	0	Disagree	4	11
4.	Agree	4	Disagree	0	15, device 41
5.	Yes	5	No	0	12,13,14,15,16,17
6.	Agree	0	Disagree	2	17, device 61
7.	Agree	0	Disagree	3	14, device 37
8.	Agree	0	Disagree	2	15, device 42
9.	Agree	0	Disagree	2	8, device 20
10.	Agree	0	Disagree	3	Appendix 1
11.	Agree	0	Disagree	5	3,4
12.	Agree	0	Disagree	2	15, device 45
13.	Agree	3	Disagree	0	11
14.	Agree	3	Disagree	0	8
15.	Agree	5	Disagree	0	5
16.	Agree	0	Disagree	3	9
17.	Yes	1	Not sure	0	3,4
18.	Agree	3	Disagree	0	2,3,4
19.	Agree	0	Disagree	2	16, device 49
20.	Agree	0	Disagree	2	11
21.	Agree	3	Disagree	0	8, device 25
22.	Agree	0	Disagree	3	15, device 40
23.	Agree	5	Disagree	0	3,4
24.	Agree	1	Disagree	0	17, device 55
25.	Agree	3	Disagree	0	16, device 51

26.	Agree	2	Disagree	0	2, device 8
27.	Agree	5	Disagree	0	3,4
28.	Agree	4	Disagree	0	17, device 54
29.	Agree	0	Disagree	2	14, device 35
30.	Agree	1	Disagree	0	11
31.	Agree	0	Disagree	2	8,11
32.	Agree	4	Disagree	0	21
33.	Yes	5	No	0	3
34.	Agree	0	Disagree	4	8, device 22
35.	Agree	0	Disagree	2	1
36.	True	0	False	2	8
37.	Agree	4	Disagree	0	21
38.	Agree	5	Disagree	0	3, device 9
39.	Agree	5	Disagree	0	3, device 9
40.	Yes	2	No	0	3, device 13
41.	Yes	4	No	0	3, device 12
42.	Agree	4	Disagree	0	1
43.	Agree	0	Disagree	2	6
44.	Agree	0	Disagree	2	15, device 46
45.	Agree	0	Disagree	2	16, device 47
46.	Agree	1	Disagree	0	17, device 57
47.	Agree	1	Disagree	0	17, device 59
48.	Agree	0	Disagree	5	3
49.	Agree	4	Disagree	0	2, device 3
50.	Yes	1	No	0	2, device 6
51.	Yes	4	No	0	5
52.	Agree	5	Disagree	0	13
53.	Agree	0	Disagree	3	11
54.	Agree	1	Disagree	0	5
55.	Yes	1	No	0	9
56.	Agree	0	Disagree	5	1,9
57.	Agree	3	Disagree	0	5
58.	Agree	3	Disagree	0	8, device 23
59.	Agree	0	Disagree	3	8, device 24
60.	Agree	5	Disagree	0	12,13,14,15,16,17
61.	Agree	0	Disagree	2	7
62.	Agree	4	Disagree	0	1,20
63.	Agree	4	Disagree	0	6

64.	Agree	5	Disagree	0	9
65.	Agree	3	Disagree	0	Introduction
66.	Agree	3	Disagree	0	1, device 4
67.	Agree	0	Disagree	3	11
68.	Yes	4	No	0	6
69.	Agree	4	Disagree	0	Appendix 1
70.	Agree	3	Disagree	0	8, device 19
71.	Agree	3	Disagree	0	14, device 29
72.	Agree	0	Disagree	3	1,2
73.	Yes	5	No	0	11
74.	Agree	4	Disagree	0	11
75.	Agree	4	Disagree	0	17, device 58
76.	Agree	0	Disagree	2	7
77.	Agree	4	Disagree	0	11
78.	Agree	1	Disagree	0	9
79.	Agree	3	Disagree	0	2, device 10
80.	Yes	5	No	0	17, device 64
81.	True	0	False	1	21
82.	Agree	3	Disagree	0	21
83.	Agree	0	Disagree	1	11
84.	Agree	0	Disagree	1	21
85.	Agree	4	Disagree	0	14, device 31
86.	Yes	5	No	0	4,11,14,17,18
87.	Agree	0	Disagree	3	14, device 31
88.	Agree	1	Disagree	0	17, device 54 &57
89.	Agree	0	Disagree	4	14, device 38
90.	Agree	4	Disagree	0	9,14, device 38
91.	Agree	4	Disagree	0	15, device 45
92.	Yes	5	No	0	5,15,17
93.	Agree	4	Disagree	0	16, device 52
94.	Agree	3	Disagree	0	16, device 61
95.	Agree	5	Disagree	0	21
96.	Agree	5	Disagree	0	2
97.	Agree	3	Disagree	0	17, device 62
98.	Agree	4	Disagree	0	20
99.	Agree	0	Disagree	4	2, device 7
100.	Agree	4	Disagree	0	19

What to do if you did not achieve a perfect score:

Please go back to the appropriate parts of the book for clarification and try to work towards a perfect score. If you are a leader of a church or Christian organisation, aim to bring all your people to the place where they receive a perfect score. We have produced home group studies on DVD, with workbooks, to help you bring your whole church to the place where they are thinking biblically about evangelism. The studies conclude with practical training in how to evangelise. If you would like to purchase a copy of these, please go to www.proclaimthegospel.net or email to julianbatchelor@xtra.co.nz Tracts, tools, and teaching DVDs are also available to help you deliver the gospel lovingly, graciously, and uncompromisingly. A copy of the Evangelism Battle Fitness Test can be downloaded from www.esisite.com.