

NATURALLY CREATING COMMUNITY

Note to Leaders: This workshop is based on *Got Style? Personality-Based Evangelism* by Jeff Johnson. Leaders of this workshop will need a copy of the book. It is not essential, but would be helpful if participants also had copies of the book. It can be ordered from www.JudsonPress.com (ISBN: 9780817015558). Online orders receive a 20% discount and workshop leaders can get free shipping with the code GOTSTYLE. Discounts are also available for bulk orders. If the book is needed for immediate use, it can be downloaded on to a Kindle or other e-reader from Amazon.com.

Purpose: This five-session workshop provides guidance on discipleship formation inclusive of evangelism and personality style. (Optional additional sessions are suggested at the end of the workshop.)

One way to create and sustain community—a basic human need—is to engage in simultaneous learning and living through small(er) group experience. Personality styles are reflective of how people engage the world in general ways. All personalities are God-created and when put together, complete a God-ordained spectrum. By becoming familiar with our own personalities as well as the personalities of others, we naturally create and experience community. The book, *Got Style?*, by Dr. Jeffrey A. Johnson provides an understanding of how we can use our personalities to naturally share our faith with others. While understanding our own personalities helps us to lead people to faith, understanding the personality of another can enhance discipleship growth in new believers.

Time Frame: Each of the five sessions will take about an hour.

Preparation: The page numbers in brackets indicate the relevant sections of the book that leaders need to review to prepare the session. You will also want to preview the YouTube videos that are offered as optional portions of the presentations.

Pre-study Participant Preparation:

- Four weeks prior to the study, ask participants to avoid using self-check out, pay at the pump, and any drive through service as each of these is for our own convenience and prevents the possibility of a personal connection and

conversation. (As an alternative, you can “assign” one of these “do nots” each week of the session.) These “do nots” may be presented more positively as **Do**: go into the fast food restaurant; go into the gas station to pay; go into the bank to get money from your car; use a check-out register with a live cashier .

- If you are opting to use the *Oikos* Prayer* as part of the pre-study, two weeks prior to beginning the workshop, distribute Handout One to participants, asking them to read the directions and begin the season of prayer at least one week before your starting date.

Note: for questions related to this workshop, please feel free to contact Dr. Jeffrey Johnson at jeffrey.johnson@abhms.org.

SESSION ONE

Introducing the Styles

[Pages 13–17 and 111–121]

I. Opening

A) Once all are gathered, introduce yourself and review the purpose statement of this workshop (above). If people do not know each other, allow time for introductions and answering a simple question, such as “What do you hope to learn from this workshop.”

B) Review the outline of the workshop so that participants know what ground you will be covering during the five sessions.

II. Style Assessment*

A) Distribute Handout Two, “Personality Style Assessment”

1) Provide the following explanation:

The Got Style? assessment was developed to help people gain insight into how they engage the world and how they can correlate that information to do evangelism and discipleship in a way that complements how they have been wired by God. Such studies of personalities are not for self-analysis only, but to also make us more understanding of the natural inclinations and receptivity of others. This instrument is not to be seen as scientifically valid nor as a personality inventory that can be relied upon to probe the inner workings of a person’s mind or emotions.

2) Give participants time to complete their assessments (about 20 minutes).

3) Provide another 10 minutes for them to score their assessments and then share the following explanation:

The highest number that can be reached in any given column is eighteen. Any score over fifteen in a column is considered a style of strength—a style that you will function in naturally and strongly (even without thinking about it, it is innate, just the way you are divinely wired). Any score within the range of eleven to fourteen is a style of leaning. This means a person shows potential confidence and competence in this area if properly equipped with additional reading, classroom training, and hands-on experience. Scores of ten or less are inconsequential for purposes of evangelism and discipleship formation. [Note: a consistently low scoring pattern may reflect a

negative self-image, which often means the totals of their columns could each be five or more points higher. In such cases, it may be helpful to ask others in the church who know the low scorers to give an objective opinion about them.]

B) Provide the following overview of styles:

- The Assertive Style: “This is the way I see it” [p. 20]
- The Analytical Style: “I think, therefore I am” [p. 40]
- The Storytelling Style: “Have I ever told you about...?” [p. 55]
- The Relational Style: “Thank you for being my friend” [p. 70]
- The Invitational Style: “Would you like to come?” [p. 85]
- The Incarnational Style: “Preach the gospel at all times; when necessary use words” [p. 97]

C) Ask for volunteers to share their primary and secondary styles. Ask if there were any surprises or any affirmations of what they expected.

III. Closing

Explain that over the next four sessions, you will be looking at the styles in depth.

Ask for some feedback, questions or responses to the workshop so far.

Remind them to continue with their *oikos* prayer time.

Close in prayer in a manner that is appropriate to your group (e.g. silent prayer, open ended/sentence prayers, pray led by workshop leader, responsive litany).

***Note:** You can also plot the outcomes from the assessments to show the dominance of particular styles in your small group or church. Explanation of how to do this is provided on pp. 122–130 of *Got Style?*

SESSION TWO

The Assertive and Analytical Styles

[Pages 20–39 and 40–54]

Preparation:

- Read pages 20–39 and 40–54 of *Got Style?* and note key points about each style that you want to share with the group.
- Preview (optional) the Book of Acts videos 1 and 2 at <http://www.youtube.com/watch?v=ITdlz5WJgpY&feature=relmfu> and <http://www.youtube.com/watch?v=Yy81jovjyow&feature=relmfu>

I. Opening

A) Once all are gathered, spend some time discussing the following:

- How is your oikos prayer time going?
- Has anything significant happened related to how you view or relate to the people you are praying for?
- Did you think about your primary and secondary styles during the interim?
- Did knowing your style have any impact on you?

B) Offer an opening prayer (or ask for a volunteer) in a manner that is appropriate to your group.

II. Two Styles

A) Assertive Style

1) Share information from pages 20–39 of *Got Style?*

2) Watch the Book Of Acts video 1 together.

<http://www.youtube.com/watch?v=ITdlz5WJgpY&feature=relmfu>

B) Analytical Style

1) Share information from pages 40–54 of *Got Style?*

2) Watch the Book Of Acts video 2 together.

<http://www.youtube.com/watch?v=Yy81jovjyow&feature=relmfu>

C) Discuss the following, all together or in small groups followed by sharing with the larger group:

- Advantages of each style in helping nurture new followers of Jesus.
- Disadvantages of each.
- How might knowing a person's style affect how you approach nurturing their discipleship—in particular if they are assertive or analytic?

III. Closing

Ask for some feedback, questions or responses to the workshop so far.

Remind them to continue with their *oikos* prayer time.

Close in prayer in a manner that is appropriate to your group.

SESSION THREE

The Story-telling and Relational Styles

[55–69 and 70–84]

Preparation:

- Read pages 55–69 and 70–84 of *Got Style?* and note key points about each style that you want to share with the group.
- Preview (optional) the Gospel of John videos 1 and 2 at <http://www.youtube.com/watch?v=MyoCGx4yeE8>

I. Opening

A) Once all are gathered, spend some time discussing the following:

- How is your oikos prayer time going?
- Has anything significant happened related to how you view or relate to the people you are praying for?
- How has understanding the assertive and analytic styles impacted you?
- Did you work with anyone this week who had one of these styles?

B) Offer an opening prayer (or ask for a volunteer) in a manner that is appropriate to your group.

II. Two Styles

A) Story-telling Style: share information from pages 55–69 of *Got Style?*

B) Relational Style: share information from pages 70–84 of *Got Style?*

C) Watch the Gospel of John video 2 together.

<http://www.youtube.com/watch?v=Yy81jovjyow&feature=relmfu>

D) Discuss (either as a large group or in small groups):

- Advantages of each style in helping nurture new followers of Jesus.
- Disadvantages of each.
- How might knowing a person's style affect how you approach nurturing their discipleship—in particular if they are storytelling or relational?

III. Closing

Ask for some feedback, questions or responses to the workshop so far.

Remind them to continue with their *oikos* prayer time.

Close in prayer in a manner that is appropriate to your group.

SESSION FOUR

The Invitational and Incarnational Styles

[85–96 and 97–110]

Preparation:

- Read pages 85–96 and 97–110 of *Got Style?* and note key points about each style that you want to share with the group.
- Preview (optional) the Gospel of John video 3 at <http://www.youtube.com/watch?v=MyoCGx4yeE8> and The Book of Acts video at <http://www.youtube.com/watch?v=NIPpMvEZzzg>

I. Opening

A) Once all are gathered, spend some time discussing the following:

- How is your oikos prayer time going?
- Has anything significant happened related to how you view or relate to the people you are praying for?
- How has understanding the assertive, analytic, story-telling, and relational styles impacted you?
- Did you work with anyone this week who had one of these styles?

B) Offer an opening prayer (or ask for a volunteer) in a manner that is appropriate to your group.

II. Two Styles

A) The Invitational Style

1) Share information from pages 85–96 of *Got Style?*

2) Watch the Gospel of John video 3 at

<http://www.youtube.com/watch?v=MyoCGx4yeE8>

B) The Incarnational Style

1) Share information from pages 97–110 of *Got Style?*

2) Watch the Book of Acts video at

<http://www.youtube.com/watch?v=NIPpMvEZzzg>

C) Discuss (either as a large group or in small groups):

- Advantages of each style in helping nurture new followers of Jesus.
- Disadvantages of each.
- How might knowing a person's style affect how you approach nurturing their discipleship—in particular if they are invitational or incarnational?

III. Closing

Ask for some feedback, questions or responses to the workshop so far.

Remind them to continue with their *oikos* prayer time.

Close in prayer in a manner that is appropriate to your group.

SESSION FIVE**Summary of Styles**

[10–11]

Preparation: Referring to pages 10–11 of *Got Style?*, develop a summary presentation that includes:

- the characteristics of each style
- a biblical example of each style
- an example of each style in the life of Jesus

I. Opening

A) Once all are gathered, spend some time discussing the following:

- How is your oikos prayer time going?
- Has anything significant happened related to how you view or relate to the people you are praying for?
- How has understanding the styles impacted you?

B) Offer an opening prayer (or ask for a volunteer) in a manner that is appropriate to your group.

II. Style Summary: present the characteristics of each style as outlined in the chart on pages 10–11 of *Got Style?*.

III. Biblical Examples— present the biblical examples of each style, using one of the following:

- Reading the text aloud together
- Dividing up into groups and having each group act out an example without identifying it; the group then guesses which style is being presented
- Dividing up into groups and having each group summarize an example

IV. Examples from the Life of Jesus— present the examples of each style, using one of the options from III above.

III. Closing

Ask for feedback on the workshop.

Discuss options for continuing learning about styles and discipleship, including optional additional sessions.

Close in prayer in a manner that is appropriate to your group.

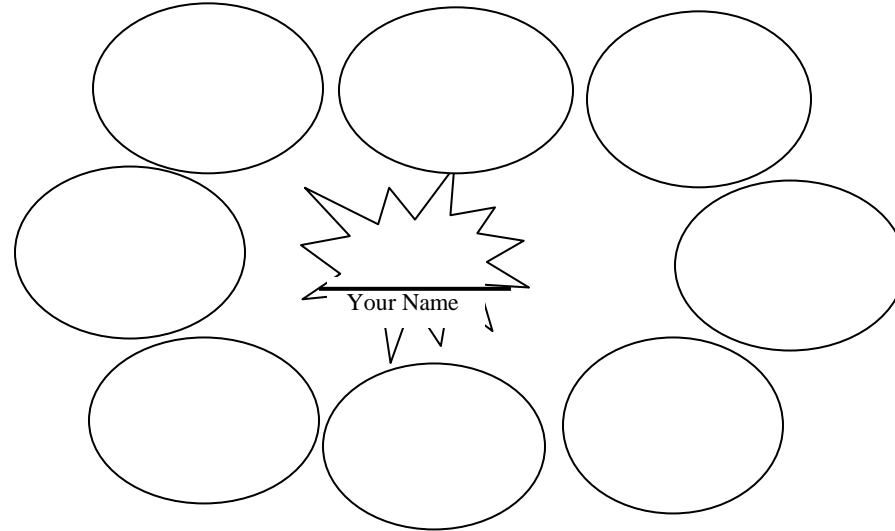
OPTIONAL ADDITIONAL SESSIONS

- Review the assessments of your group and identify the dominant styles of your group members.
- Using resources listed in Appendix B, pages 152–165 of *GotStyle?*, develop more in depth teaching on the styles that are dominant in your group.



Oikos, the Greek word for “household,” included one’s spheres of influence— nuclear family, extended relatives, friends, neighbors, and co-workers. Early Christians communicated the love of God through their *oikos*. As we establish meaningful relationships with people, we give them the opportunity to learn of Christ through us. To be ready to welcome and nurture new disciples, we will join in a six-week season of prayer with each of us praying for a cluster of non-Christians beginning the week prior to the workshop and then continuing throughout the workshop.

Step 1: In each circle, write the names of individuals within your spheres of influence along with a relationship code.
 F= Friends
 R= Relatives
 A= Associates
 N= Neighbors
Another practice is to pray 5 blessings on 5 people for 5 minutes a day for 5 days a week for 5 weeks



Step 2: Write the names of individuals within your spheres of influence on the calendar. Dedicate a week of daily prayer to one or more persons in your spheres of influence. Add comments or special notations in the spaces provided.

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	WEEK 6
<i>NAMES</i>						

Score each of the statements below according to the extent to which you think the statement accurately describes you.

Do not spend a lot of time thinking about each statement; go with your first reaction.

Scale:

3 Very much like me (true 75 percent of the time)

2 Somewhat like me (true 50 percent of the time)

1 Very little like me (true 25 percent of the time)

0 Not at all like me (never true)

- ___1. In conversations, I like to speak my mind without much small talk or beating around the bush.
- ___2. I have a hard time getting out of bookstores or libraries without getting a bunch of books.
- ___3. I often tell stories about my personal experiences in order to illustrate my point.
- ___4. I am a people person who believes friendship is one of the most important things in life.
- ___5. When I make plans to do things, I really like including or adding new people.
- ___6. I see needs in people's lives that others often overlook.
- ___7. I do not shy away from putting a person on the spot in a conversation when I think it is necessary.
- ___8. I tend to analyze things and think things through.
- ___9. I often identify with others by using phrases like "I used to think that, too" or "I have felt that way before."
- ___10. People tell me that I make new friends easily.
- ___11. Even if I know the answers, I would rather have someone I think is more knowledgeable than I explain things to others.
- ___12. Helping other people in tangible ways helps me feel good.
- ___13. I believe in being truthful. I do not have a problem confronting friends with the truth, even if it could hurt the relationship.
- ___14. In conversations, I like to ask people questions about what they believe and why they believe it.'
- ___15. When I tell stories, I find people are interested in what I say and the way I say it.
- ___16. I would rather talk to people about what is going on in their lives than discuss and discover the details of their beliefs.
- ___17. If I knew of a good event that my friends would enjoy, I would really work hard to get them to attend it with me.
- ___18. I prefer to express love through my actions rather than through my words.
- ___19. I believe that real love often means telling the truth, even when it hurts.
- ___20. I enjoy discussions and debates on difficult questions and controversial issues.
- ___21. I intentionally share my mistakes with others when it will help them relate to the solutions I have found and hopefully avoid making the same errors.
- ___22. I prefer getting into discussions concerning a person's life before dealing with the details of his or her beliefs.
- ___23. I tend to go to events with other people whom I have actually invited.

- ___24. I believe that showing people I care through my actions will make them more likely to want to listen to what I have to say.
- ___25. A motto that would fit me is, "Make a difference or make a mess, but do something."
- ___26. I often get frustrated with people when they use weak arguments or poor logic.
- ___27. People seem interested in hearing stories about the things that have happened in my life.
- ___28. I enjoy long talks as well as long walks with my friends.
- ___29. Often when I read, hear, or see something that I really like, I immediately think of the other people I know who would enjoy it, appreciate it, or get something out of it.
- ___30. I feel more comfortable doing something practical for someone than getting into philosophical discussions.
- ___31. I sometimes get in trouble for the abrupt and insensitive way I interact with others.
- ___32. I like to get at the underlying reasons for the opinions people hold and why they believe the things they do.
- ___33. Thinking about what has happened in my life really makes me want to tell others about it.
- ___34. People generally consider me to be a friendly, sensitive, and caring kind of person.
- ___35. A highlight of my week would be to go somewhere special and invite someone to go along with me.
- ___36. I'd rather work with my hands than with my head.

Transfer each statement's value to the grid below, totaling each column from top to bottom.

	1.	2.	3.	4.	5.	6.
	7.	8.	9.	10.	11.	12.
	13.	14.	15.	16.	17.	18.
	19.	20.	21.	22.	23.	24.
	25.	26.	27.	28.	29.	30.
	31.	32.	33.	34.	35.	36.
Totals						
Styles	Assertive	Analytical	Storytelling	Relational	Invitational	Incarnational