

“TACTICS” -- SESSION 2

I.2nd Step In the Game Plan (Avoid the Trap of the “Professor’s Ploy”. Keep out of the hot seat)

A. Reverse the Burden of Proof

1. Whoever makes the claim bears the burden.
 - a) Why should people believe you?
 - b) Give rational behind their point of view.
 - 1) Big Bang Theory – Big Bang needs a Big Banger.
 - 2) You can start with nothing.
 - 3) Watch for the phrase: “I can explain that.”
 - 4) An alternate explanation is not a refutation.
2. Key question: “How did you come to that conclusion?” “What are your reasons for that?” Put the burden of proof back on them.
3. Example: Jesus was just a man.
 - a) Why do you think that’s the way it actually happened?
 - b) I was born gay? How do you know that? Look for factual evidence.

Back to 1st Step: “What do you mean by that?” helps you understand what the person thinks.

2nd Step: “How did you come to that conclusion?” helps you to know “how that person thinks.”

“What

are your reasons for that?”

B. Two Important Tactical Questions

1. “What do you believe?”
2. “Why do you believe it?” These questions keep you in the driver’s seat.

C. Back To the Professor’s Ploy. A trick can be played on you for you to provide the burden of proof.

1. Ex.: The Bible is just a bunch of fables.
 - a) Don’t get into a power struggle – use tactics.
 - b) “What do you mean by that?” There is no challenge here, just gain info. “How did you come to that conclusion?”
 - c) Prof. calls you out. Reverses the burden of proof to you.
 - d) You haven’t made any claim.
 - e) Don’t take the bait and do the hard work.
 - f) “What do you(they) believe and why?”
 - g) You don’t need to know everything and be an expert.

D. What Do You Do When You Don’t Know What To Do?

1. Let the conversation die.
2. Just get up to the batter’s box.

E. Getting Out Of The Hot Seat – Lose For Words

1. Adaptation to the Colombo Questions
 - a. Shift from persuasion mode to fact-finding mode. Become a student to understand their point.
 - b. Share more clearly what you(they) believe and your(their) reasons for it.
 - c. “Let me think about it.” Then get info and study the issue.
 - d. Get back in the driver’s seat. Regain the advantage.
 - e. Ask: “What do you mean by that?” And “How did you come to that conclusion?”

Home Work: Make Conversation Using These 2 Colombo Questions!