

“TACTICS” – SESSION 6 – “STEAMROLLER”

- I. Steamroller is a defensive tactic. It helps you with one of the most difficult people you will run into.
 - A. How do you recognize a steamroller?
 - B. Teach you 3 basic steps that you can use to help you stop a steamroller and help put you back in the driver’s seat in the conversation.

- II. Steamrollers are people who overwhelm you. Strong personalities that keep you off balance and on the defensive. They interrupt constantly. They don’t listen to anything you say.
 - A. Problem. Steamrollers are insincere people who want to make you look foolish and overpower you.
 - B. Benevolent steamroller.

- III. Three ways to deal w. a steamroller.
 - A. **Stop** them.
 1. Stop them firmly and graciously, negotiate an agreement and ask for permission. Don’t talk over them. You make your point. Slow them down. Don’t become a steamroller yourself.
 - B. **Shame** them. Do the same thing you’ve done in the 1st step. You address the impolite behavior in a more direct fashion. Be more aggressive. Ask for courtesy directly.
 1. Do you really want an answer from me? Wait for an affirmation or response. They may not want a dialogue. They just want to talk.
 2. You ask your question. “You make your point and I’ll listen. When you are done, I’ll respond and you won’t interrupt me. Is that OK with you?” If not then the conversation is over.
 - C. **Leave** them. End the conversation. Don’t waste time with this kind of fool. This is not going anywhere. Steamrollers may not let you go.

- IV. Game Plan
 - A. Step 1. Gather info. What do you mean by that?
 - B. Step 2. Reverse the burden of proof. How did you come to that conclusion?
 - C. Step 3. Use questions to advance our point or expose a flaw or weakness.
 1. There are 2 tactics to recognize the flaw.
 - a) Suicide. Some points of view just self-destruct. Recognize it. Taking the roof off tactic.
 - b) Test-drive it to see if the conclusion of their belief is absurd. Show them the consequences of holding that belief.
 - D. Then Koukl spoke of the “steamroller” tactic.
 - E. Final challenge. Put these tactics into play. **Keep you summary sheets and refer to them!!**
 - F. Be a great ambassador for Jesus!!!