

TACTICS – SESSION 3

- I. Step 3: Know The Point You Want To Make (Advance)
 - A. Use Two Different Targets.
 1. Turning the tables to advance your own point of view.
 2. Exploit a person's flaw (Where did they go wrong in their thinking).
 - B. You Need To Know The Solution To The Problem (Why is Jesus the only way to salvation?)
 - C. Put Pieces On The Table To Come To Your Conclusion. They won't let you finish. There is a way around this.
 1. Get the other person to put the pieces on the table for you. They affirm these pieces.
 - D. Ex.: Is Jesus The Only Way? Why Do I Need To Believe In Jesus (a Jew)?
 - E. Get Pieces On The Table By Asking Questions. This Is Critical.
 1. Ex.: Prove to me that God exists.
 2. Give good reasons that God exists.
 - a) Questions: Do you think that things exist? Have they always existed? What caused these things to come into existence?
 - F. This Is One Way To Use The Colombo Tactic. Know the Point You Want To Make By Asking Questions.
 - G. Another Way to Use The Colombo Tactic Is To Use Questions To Reveal and Exploit A Flaw.
 1. See the error in their thinking and exploit it by using Colombo.
 - a) Ex.: You are just intolerant (racist). Use questions. What do you mean by that?
 - b) You think I'm always right. However, you think you're always right.
 - c) So, why is it that when I think I'm right, you consider me intolerant, but when you think you're right you are not intolerant? You're right.
 - 1) Want to make a point.
 - d) Ex: Abortion. Modified abortion view. Be aware of the weakness in reason.
- II. Perfecting The Colombo: Work When The Pressure Is Off.
 - A. Think of 3 Words to improve your Colombo tactics
 1. Anticipate (before your conversation).
 2. Reflect (after). Figure out questions you might or could have asked.
 3. Practice (role play).
 4. All this really does help you.
- III. Defend Against Colombo When Used Against YOU!
 - A. What If Someone Using Colombo Against Me?
 1. Gather Info. What do you mean by that?
 2. How did you come to that conclusion? Give reason for hope within you.
 3. Exploit weaknesses. How do keep from being taken advantage of.
 - a) Stop the advance (questions). Your questioning is making me uneasy. I don't want to answer a lot of questions now.
 - b) Regain control. "Why not just state your point and then give me reason why you came to that conclusion? Then I'll think about it."