

PERSUASION

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CATALOG DESCRIPTION

This Course provides instruction to give students tools, models, and opportunities for understanding and using contemporary homiletics (informed by classical rhetoric) to aid biblical exposition. It includes viewing online content delivered by the Charles Simeon Trust and participating in discussions on the content, which are then supplemented with additional readings that focus attention on how to use these principles of persuasion for teaching and preaching.

COURSE OBJECTIVES

By the end of this course:

1. Students will be introduced to key elements of contemporary homiletics and classical rhetoric and understand how they can be used in preaching.
2. Students will improve the quality of their own study and preparation for teaching by interacting with instructional material from expert practitioners, and over their own preparation with both rhetorical principles and preaching.
3. Students will, by presenting their own work in the context of collegial and critical small group, be better able to identify and improve in skills and strategies relevant to expounding the Scriptures using the principles of persuasion and rhetoric.
4. Students will appreciate the value of offering and receiving constructive feedback.
5. Students will allow the taught Word itself to inform their lives in ways consistent with the reasons the Holy Spirit saw fit to include them in Scripture.

COURSE FORMAT

This course is divided into four primary components:

1. The first component is the student's viewing of the eight online videos and the completion of the relevant *Study Questions*. These videos are instructions on putting the principles of persuasion and classical rhetoric to use in preaching.
2. The second component is the small group sessions where the student will discuss the assigned *Study Questions* or *Sermon Evaluation* as well as prepare and present two *Sermon Preparation Worksheets* for the assigned passages.
3. The third component is reading all assigned texts and writing one critical book review.
4. The fourth component is to prepare and preach two sermons from assigned passages using the tools, skills, and strategies taught in the course and provide supporting preparation documentation.



REQUIRED TEXTS

There are five required readings:

- Augustine, Saint. *Teaching Christianity*. New York: New City Press, 1995. (248 pages)
- Bailey, E. K., and Warren W. Wiersbe. *Preaching in Black and White*. Grand Rapids: Zondervan, 2003. (184 pages)
- Dabney, Robert. *Evangelical Eloquence*. Carlisle, PA: Banner of Truth, 1999. (361 pages)
- Gordon, T. David. *Why Johnny Can't Preach*. Phillipsburg: P&R Publishing, 2009. (112 pages)
- Guinness, Os. *Fools Talk*. Downer's Grove: IVP, 2019. (270 pages)

COURSE REQUIREMENTS

Each student is expected to:

1. Actively view each of the seven online videos and thoroughly complete the relevant *Study Questions*.
2. Prepare, present, and submit two *Sermon Preparation Worksheets* (Texts 1 & 2).
3. Prepare and deliver two recorded sermons on different texts (as assigned) that employ the tools, skills, and strategies covered in the course (Texts 3 & 4).
 - a. Submit a *Sermon Preparation Worksheet* one week in advance of giving each sermon.
 - b. Submit audio or video recording of each sermon.
 - c. Submit a two-page self-assessment of the sermon by answering the following questions:
 - i. In what way did the sermon most encourage you personally?
 - ii. What are the two most important things that could be done to improve?
 - iii. What were the two best features of the sermon overall?
4. Read *Teaching Christianity* (Augustine) and on a ten-page, double-spaced report a) affirm that you have read the book, b) in 6-7 pages, summarize main point(s) of the author's argument(s), being sure to reference specific supporting insights and giving page numbers in parentheses, and, c) in the remaining 3-4 pages, engage personally with the content that you have already summarized. You should address the following questions: 1) How do the author's arguments affirm or challenge my current beliefs or practices in teaching ministry? 2) What from the book will I implement immediately? 3) Why would I recommend (or not recommend) this book?

BIBLICAL TEXTS AVAILABLE FOR OUTLINE AND SERMON ASSIGNMENTS

Ruth 1	Psalms 80
Isaiah 44:9-20	Ecclesiastes 2
John 9	Romans 2:1-16
Hebrews 13:1-6	James 3:1-12



COURSE SCHEDULE

Lesson 1	View INSTRUCTION #1 Discuss/Write <i>Study Questions</i> for INSTRUCTION #1
Lesson 2	View INSTRUCTION #2 Discuss/Write <i>Study Questions</i> for INSTRUCTION #2
Lesson 3	View INSTRUCTION #3 Discuss/Write <i>Study Questions</i> for INSTRUCTION #3
Lesson 4	View INSTRUCTION #4 Discuss/Write <i>Study Questions</i> for INSTRUCTION #4
Lesson 5	View INSTRUCTION #5 Discuss/Write <i>Study Questions</i> for INSTRUCTION #5
Lesson 6	View INSTRUCTION #6 Discuss/Write <i>Study Questions</i> for INSTRUCTION #6
Lesson 7	View INSTRUCTION #7 Discuss/Write <i>Study Questions</i> for INSTRUCTION #7
Lesson 8	View INSTRUCTION #8 Discuss/Write <i>Study Questions</i> for INSTRUCTION #8

COURSE GRADING

Grades will be assigned as follows:

Study Questions (required for each lesson)	30%
Practice Outlines (two required)	20%
Capstone Sermons (including notes, outline, rationale; Texts 3 & 4)	30%
Reading Report	10%
Reading Affirmation	10%

Letter grades will be assigned as follows:

94-100	A	87-89.9	B+
90-93.9	A-	84-86.9	B
		80-83.9	B-

The same distribution in the 70s and 60s will be used for the C and D ranges.



COURSE RESOURCES

In addition to the required readings, we recommend consulting:

Adam, Peter. *Speaking God's Words: A Practical Theology of Preaching*. Downers Grove: IVP, 1996.

Aristotle, *Rhetoric*.

Aristotle, *Rhetoric for Alexander*.

Broadus, John. *On the Preparation and Delivery of Sermons*. San Francisco: Harper One, 1979.

Chapell, Bryan. *Christ-Centered Preaching: Redeeming the Expository Sermon*, Second Edition. Grand Rapids: Baker Books, 2005.

Cicero, Marcus Tullius. *How to Win an Argument: An Ancient Guide to the Art of Persuasion*, edited by May, James M. Princeton, NJ: Princeton University Press, 2016.

Cicero, *Rhetorica ad Herennium*.

Dabney, Robert. *Evangelical Eloquence*. Carlisle, PA: Banner of Truth, 1999.

Duduit, Michael. *Handbook of Contemporary Preaching*. Nashville: Broadman, 1992.

Helm, David. *Expositional Preaching*. Wheaton: Crossway, 2014.

Kennedy, George. *New Testament Interpretation Through Rhetorical Criticism*. Chapel Hill: University of North Carolina Press, 1984.

Robinson, Haddon. *Biblical Preaching* 3rd ed. Grand Rapids: Baker Publishing, 2018.

Scharf, Greg R. *Prepared to Preach: God's Work and Ours in Proclaiming His Word*. Fearn: Christian Focus, 2005.

Quintillian, *Institutes of Oratory*.

