



BUILDING MOVEMENTS:WIN QUEST SURVEYS

What is QuEST?

QuEST is an acronym for **Questions Exploring Students Thinking**. QuEST is a research-based outreach sponsored by the Research and Development office in the Campus Ministry of Campus Crusade for Christ. The two primary objectives of the QuEST research project are:

1. **The Local Objective:** To increase effective evangelism by enabling Campus Crusade students to engage others in significant interactions about spiritual issues.
2. **The National Objective:** To assist Research and Development by gathering useful information about our student outreach. This information has been used in conference workshops, published articles, resource development and evangelism training.

How can QuEST help your ministry?

QuEST will enable you to interact with other students, those you do and don't know. There are currently two versions of QuEST: QuEST 1.0 and QuEST 2.0. Both can work well with ministry relationships or natural relationships, but QuEST 1.0 has been found to work well in ministry settings (sharing with people you don't know) and QuEST 2.0 works well in a setting where relationships have already been established with someone (natural relationships).

In a brief amount of time (five to ten minutes) you may gain valuable insights into:

QuEST 1.0

- How they feel about their life (Question 1).
- What is important to them in life (Question 2).
- What worldview is influencing their thinking (Question 3).
- How well they understand what becoming a Christian involves (Question 4).
- Their level of spiritual interest or openness (Question 5).

QuEST 2.0

- Learn about their religious background—where they've been (Question 1).
- Learn where they place themselves on their spiritual journey—where they're at (Question 2).
- How they feel about their religious experience (Question 3).
- Their conception of God (Question 4).
- How they have experienced God (Question 5).
- Their level of spiritual interest or openness (Question 6)

Each insight could lead to a deeper discussion and provide a bridge to the gospel.

Transitioning from QuEST to the Gospel

As people answer the QuEST, they will share their thoughts about important spiritual issues. It's best to keep the interview on track, asking all the questions first. Listen to their answers, asking clarifying questions to understand their answers better.

After you have asked all the questions, return to the answers most insightful to you. Express that you were intrigued by their answers and ask permission to discuss them more. As you ask more questions to get to understand them better, you will often discover opportunities to build bridges to the gospel.

Each question has the potential to lead to the gospel, or to share your own life story. For specific examples of transitions from each question from QuEST 1.0 and/or 2.0 to the gospel, request "QuEST: Building Bridges to the Gospel" (a training resource).

Sound Barriers to Effective Evangelism

Why do we need QuEST?

Have you ever become aware of a person you didn't know well, but with whom you wanted to share Christ? Often the challenge is simply knowing how to begin the conversation. Then, after you begin to visit with that person, the challenge becomes steering the conversation to spiritual issues without being manipulative or appearing to have hidden motives.

Normally, the witness must break through four sound barriers for effective evangelism:

- First*, beginning a conversation with a stranger.
- Second*, beginning to speak about spiritual matters.
- Third*, beginning to share the gospel itself.
- Fourth*, asking the person to respond to the gospel.

For many years, *The Four Spiritual Laws* has been used as a tool to help break all four barriers. Reading *The Four Spiritual Laws* itself in its entirety addresses the last two barriers. The following introduction was used to break the first two.

"Hi, my name is _____. I am involved with _____. We have been showing students a brief outline called *The Four Spiritual Laws*. Have you ever heard of it? It explains how a person can know Christ in a personal way. Can I take a few minutes and show it to you?"

However, it can feel uncomfortable and awkward for a person to be so direct. This is where good questions can help. The key to significant conversation is honest questions with honest answers. QuEST can help you enjoy such interactions and break the first two sound barriers.

Breaking the first sound barrier by introducing QuEST

Virtually everyone likes to give their opinion and talk about themselves. QuEST provides a comfortable, informal setting in which to do that. When initiating an informal interview, include:

1. Who you are (if you are with someone you don't know).
2. What you are doing and why.
3. Ask permission.

A sample introduction could be:

"Hi, my name is _____. I'm involved with _____. (With someone you know, you could simply say, "You know I'm involved with Campus Crusade for Christ.") We are helping with a national research project called QuEST. QuEST provides interesting insights into students' thinking about life and spiritual issues. It involves getting answers to give quick, but significant questions. Those questions can create more interaction or discussion with individuals who are interested. Would you be willing to help us out and give us your thoughts?"

Breaking the second sound barrier by using QuEST

Once you have permission, you can simply ask the QuEST questions and you will soon be hearing the person openly share their thoughts about important spiritual issues.

Sample transitions to include for question 4 in QuEST 1.0 — "You mentioned being a Christian involves trying to do what is right, what one believes in. Has anyone ever shown you how the Bible answers that question? Could I take a few minutes and show you a brief outline about it and see what you think of it?" Or for question 6 in QuEST 2.0— "You mentioned that you have a desire to know God personally. Could I show you an outline from the Bible about how you can know God in a personal way?" You can use *The Four Spiritual Laws* as a way to break the last two sound barriers.

For more examples of transitions from each question for QuEST 1.0 and/or 2.0, request "QuEST: Building Bridges to the Gospel" (a training resource).



- 1 What three words would you use to describe your life?
- 2 What single thing do you want to make absolutely sure you do during your lifetime, if at all possible?
- 3 What happens after death? *Clarifying Questions: If they believe in heaven, ask if they also believe in hell. If they believe in some form of continuing existence, ask who or what determines what a person will experience.*
- 4 Your best friend comes to you and says, "I want to become a Christian, but I don't know how." What would you tell your friend? *Assume your friend wants you to answer the question, not be sent to a priest, minister or someone else.*
- 5 On a scale from 1 to 10, rate your desire to know God. (1 is low/10 is high)

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Using QuEST is as easy as 1-2-3!

BEFORE THE QuEST INTERVIEW

PRAY

In Colossians 4:2-4, Paul wrote, "Devote yourselves to prayer, being watchful and thankful. And pray for us, too, that God may open a door for our message, so that we may proclaim the mystery of Christ, for which I am in chains. Pray that I may proclaim it clearly, as I should" (NIV). Pray for God to open doors for significant conversations.

PREPARE

Reproduce both sides of the QuEST forms.

DURING THE QuEST INTERVIEW

INTRODUCE

When initiating an informal interview, a sample introduction could be: "Hi, my name is _____. I'm involved with _____. We are helping with a national research project called QuEST. QuEST explores students' thoughts about life and spiritual issues. Would you be willing to help us out and give us your thoughts?"

INTERVIEW

Use the front of the QuEST form as an interview. Use possible answers as a prompt only if needed.

(continued on back)

Interview conducted by:

Staff Student Volunteer

Interview conducted with:

Male College Freshman Other _____
 Female Other Undergraduate
 Grad Student

What is the person's ethnic background? (optional)

Hispanic African-American Native American
 Caucasian Asian-American Other _____

For Personal Use Only:

If interested in further discussion, please gather information below:

Name _____
 Phone _____
 Campus _____
 State _____
 E-mail _____

(Note: This information will not be recorded in national data set.)

To input your interview results please visit the **QuEST** Interview Tool at quest.campuscrusadeforchrist.com
 Questions? Email us at R&D@uscm.org
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(continued from front)

Keep the interview on track, asking each of the questions. Listen well and ask clarifying questions to understand their answers better.

Thank the person for their participation at the end of the **QuEST** interview.

EXPLORE

If the person is open to further conversation, return to the answers most intriguing to you. You may say something like, "I'm interested in your answer to the question, 'What happens after death?' Could you tell me more about that?" As you ask questions to understand them better, you will often discover opportunities to build bridges to the Gospel.

TRANSITION

If the person answered 6 or higher on the last question, you could say, "You rate your desire to know God fairly high. I have a simple outline that has helped me understand how someone can know God personally. Can I show it to you and see if it is helpful?" If the person answers, "Yes," use the *Would You Like to Know God Personally?* booklet to explain the Gospel to them.

AFTER THE QuEST INTERVIEW

PRAY

Thank God for the results of your conversation and pray for the person you interviewed.

SUBMIT

Complete the back of the **QuEST** form for research purposes. Make your interview count in the national research by entering the results of your interview online at quest.campuscrusadeforchrist.com. (It only takes a few minutes.)

Other helpful **QuEST** resources can be found at www.godsquad.com/quest.

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How would you complete the following statements?

Note to interviewer: Do not show the possible answers. They are for recording purposes only.

1 The most important thing to me in life right now is:
Good relationships Setting myself up to get a good job
Being fulfilled Being a kind and loving person
Finding a life partner God, spiritual things
Other _____

2 In my spiritual journey I've tried:
Meditation Buddhism Christianity Prayer
Wicca Judaism Islam Hinduism
Atheism Nothing Other _____

3 This search left me feeling:
Satisfied Disappointed Fulfilled
Confused Empty Still searching
Other _____

4 Currently, the importance of my spiritual life is:
High Somewhat Not at all

5 On a scale from 1 to 10 (1 is low/10 is high), **my desire to know God is** _____.



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