

# **THE DAWN RESEARCH HANDBOOK**

FIRST EDITION

*Modified*

*“I will build my church;  
and the gates of hell shall not prevail against it.”*

*Matthew 16:18*

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The principles of research and the description of processes and tools described here came out of the experiences of many people in various countries. These many contributors have been personally involved in national-level research for many years, and we reap the benefits of their labors. Parts of this HANDBOOK were adapted from documents written by some of these researchers. Specifically, we want to acknowledge the contribution of the following individuals and their organizations:

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## SCRIPTURE REFERENCES

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## FOREWORD

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The Christian Mission is a wide and complex enterprise. Evangelization is the central task and the health-giving and growth-providing vehicle of the Church. Without it, whole segments of society are left undiscovered and untouched with the Gospel; the Church becomes ingrown, decays and finally dies.

We are commanded to make disciples of all nations. Well, how are we getting on with the job? Who has already been “discipled,” and who is yet to be? Where are those that have never heard? What are they like – what are their needs? Where is the Church growing and not growing, and why? Where are new churches needed? Who is working among whom? What types and kinds of ministry are most effective? These and other questions beg for answers.

We need light! In order to be good stewards of God’s grace, we must have the facts – see the true picture. Yesterday’s truths are often today’s fictions. Accurate, up-to-date information about ourselves (the Harvest Force) and our context (the Harvest Field) is needed.

If we do not gather, maintain, analyze and communicated relevant information about both the Harvest Field and the Harvest Force on an ongoing basis, we will lose sight of our long-range goal, expend our energies and resources in many good deeds, leave many harvest fields untouched, and return empty-handed out of others. Millions will remain in bondage and never experience the powerful, life-changing love, care and power of our Lord and Savior. The Kingdom of Darkness will have a decided advantage and perhaps prevail (temporarily at least).

However, when the Body of Christ has the facts (the light) it needs, it will then be possible to reach the potential of making disciples of all nations, see whole societies liberated from bondage and see Jesus Christ incarnate in every segment of society showing forth his loving care and redemption. The Kingdom of Light will shine in victory!

Bob Waymire  
Director, Light International  
July 1991

## THE CHALLENGE

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“Missionary research is spiritual warfare. Satan has held sway for thousands of years in many of the places we will go to, and he is not about to give up his secrets or give the kingdom of God the advantage of strategic information.

“He will try to stop you with fear, illness or other circumstances. He will try to make those who have information uncooperative. He will try to hinder you with lack of funds. He will attack you with doubt and discouragement.

“Research is not for the timid, but it can be successfully done by the meek. It is not at all easy, but it is altogether possible when it is done in the power of God, through the Holy Spirit, and for his kingdom.

“All the plans in the world will fail without that power, but...

“That is the power we have.”

Niyi Gbade  
Nigeria



The purpose of the  
**DAWN RESEARCH HANDBOOK**  
is to train and equip researchers:

To develop a national and/or regional research strategy and plan for all three phases of research for a DAWN Project;

To obtain and maintain accurate, up-to-date and reliable information on the Church (the Harvest Force), and its context (the Harvest Field);

To perform insightful analysis of the Harvest Force and the Harvest Field;

To formulate realistic goals for evangelism, church planting and other ministries that will lead most directly to the discipling of a whole nation;

To prepare thorough reports and formulate a “prophetic message” with the information gathered through various surveys; and

To effectively present and apply the results of the surveys and analysis toward the goal of seeing a congregation of believers established within easy access of every person in a country.

## THE DAWN RESEARCH HANDBOOK

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*This HANDBOOK came into being through the study of various on-going national-level research projects. It will need periodic revision as other models are discovered and new insights are gained. The principles and processes we have presented here should be supplemented with examples of research being done in countries that are similar to your own. So, we urge you to become familiar with research projects around the world that reflect the situations you are facing in your country or region. However, the material provided in this HANDBOOK will be sufficient to help you get national-level research well underway.*

The **DAWN RESEARCH HANDBOOK** is about doing national-level research to develop and support DAWN Projects. The Discipling A Whole Nation (DAWN) strategy is based on a comprehensive understanding of the Biblical mandate to make disciples of all nations. Through a DAWN Project, the whole Church of a nation is challenged and enabled to develop a bold, on-going strategy that results in the following:

*The whole earth being filled with the glory of the Lord . . . (Numbers 14: 21; Isaiah 11: 9 ; Habakkuk 2: 14);*

*The blind receiving sight, the lame walking, the lepers being cured, the deaf hearing, the dead being raised, the good news being preached to the poor . . . (Luke 4: 18-21; Matthew 10: 7-8, 11: 4-6);*

*The gospel of the kingdom being preached as a testimony to all nations . . . , multitudes from every nation, tribe, people and language confessing Jesus Christ as Lord . . . (Matthew 24: 14; Mark 13: 10; Revelation 5: 9-10, 7: 9-10);*

*The Body of Christ bearing witness of their relationship with Jesus by living and working in love and harmony . . . all believers reaching unity in the faith and in the knowledge of the Son of God, becoming mature, building each other up in love . . . (John 13:35; Acts 2: 42-47; Ephesians 4: 11-16).*

*In other words, Jesus Christ becoming incarnate in every community and among every people and nation by powerfully building his Church!!!*

Countries such as Canada, England, Ghana, Guatemala, the Philippines, Taiwan, Zimbabwe and many others are developing such a strategy. In each case, the intention is to saturate the whole nation, including every people group and community, with local congregations.

Research is vital in developing a strategy. The DAWN strategy challenges the Church to ask key questions about itself (the Harvest Force) and its context (the Harvest Field). Research helps answer these questions. It brings vital information to bear on the task of saturating whole countries and peoples with churches.

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## HARVEST FORCE AND THE HARVEST FIELD QUESTIONS

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- *How close are we to completing the Great Commission in a nation?*
- *What do we need to do to finish the task?*
- *What would an evangelized or disciplined nation look like?*
- *How do we measure the progress of discipling a whole nation?*
- *What communities are groups of people still have not heard the gospel?*
- *What is the best way to do evangelism among each group?*
- *How many churches are needed to have a church in reach of every person?*
- *Where and among whom are new churches needed?*
- *What are the best methods for starting new churches in each community?*

If you are looking for answers to these kinds of questions and desire to see a whole nation strategy developed for your country, then this HANDBOOK is for you. It was designed to help Church and Mission leaders bring light to the task of making disciples of all nations. God is raising up people and ministries from every continent who are making this task their number one goal. For these leaders, accurate, up-to-date and reliable information about the Harvest Force and Harvest Field is indispensable.

The HANDBOOK is divided into ten sections. Sections one through three introduce you to the DAWN strategy. This included an explanation of the benefits and limitations of research and information for planning strategies, the stages in the development of a typical DAWN Project and what information is needed in each stage. They also provide some biblical illustrations of how research moved God's people to accomplish his purposes. For further explanation about DAWN, please read **DAWN 2000: Seven Million Churches to Go** by Jim Montgomery.

Sections four through nine explain the steps involved in developing national level research for a DAWN Project. This includes how to determine the research objectives, the information you need and a research plan. They will lead you through the steps of gathering the right information, doing basic analysis and drawing the right conclusions from your research. Included is a section containing sample questionnaires used in other research projects and another section with helpful charts and graphs to use in tabulating and processing data.

The last section includes a glossary of the key words and phrases used in this HANDBOOK, a bibliography and a list of other researchers and research organizations that can help you. Key words and phrases defined in the glossary are indicated in ***bold italics*** the first time they appear in the text. Illustrations used for teaching this material are usually at the end of each section.

We pray this HANDBOOK will enable you to do the much needed research in your country. We desire to see research lead to an effective national strategy for church planting and evangelism. May the Lord use you to bring LIGHT to the task of completing the Great Commission in your nation and around the world, for the glory of Jesus, our Savior and Lord.

## THE POWER OF INFORMATION

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When all the work of research is completed -- that is, all the surveying, interviewing, recording, calculating, analyzing and writing -- *few people, if any, will have been brought to "the knowledge of the TRUTH"* and into responsible membership in his Church. Research is not normally an evangelistic activity that directly leads people to faith in Jesus.

Yet research and information are of great value to carrying out the Great Commission. A true picture of the vast harvest fields of the world is often the tool God uses to burden his people for the lost. Adequate, accurate and up-to-date information, when interpreted correctly, can impel the Church into effective evangelism and church planting.

The importance of research is modeled for us as the nation of Israel was ready to enter the promised land. Moses was commanded by God to send out twelve men to spy out the land of Canaan. These twelve men apparently were adept at the techniques of spying out land, making keen observations, recording information and drawing conclusions. Upon their return, they reported what they saw to Moses.

Ten of the spies "made the hearts of the people melt with fear." Their description of the obstacles ahead caused the people to grumble, "If only we had died in Egypt! Why is the Lord bringing us to this land only to let us fall by the sword?" (Numbers 14:2).

But Caleb and Joshua "followed the Lord wholeheartedly" (Joshua 4:8). They "silenced the people before Moses and said, 'We should go up and take possession of the land, for we can certainly do it'" (Numbers 3:30). Calling them to faith they said, "Do not be afraid of the people of the land, because we will swallow them up. Their protection is gone, but the Lord is with us" (Numbers 14:9).

What made the difference between these two and the others? Was it not the fact that the ten spies relied on themselves while Caleb and Joshua trusted fully in God? They all saw the giants in the land. The majority found themselves weak and incapable by comparison. Caleb and Joshua, however, never lost confidence because they never lost sight of *THE ONE* who was greater than all the giants combined.

Caleb and Joshua teach us that the power of information lies not so much in the information itself, but in the faith, conviction and character of the one to whom information and knowledge are entrusted. Vision, commitment, courage, self-sacrifice, persistence -- the things we see in these men -- are an inspiration to anyone who would give his life to complete the Great Commission. The faith of such men determines whether the force unleashed through information will be positive and motivating or destructive and debilitating.

God could have told Moses and the Israelites everything there was to know about the challenges they would face in conquering the land. But he chose not to reveal this information to them supernaturally. They needed to see what the land was like and discover the obstacles and opportunities with their own eyes. This forced them to exercise their trust in God and his promises and to show their obedience to his command to conquer the land.

The task of conquering the land of Canaan can be considered an Old Testament parallel to the task of making disciples of all nations. In the same way, the Lord has not told us everything we must know about making disciples of all nations. Today, more than ever before, "spies" must be sent out to discover who all the peoples are, where they are and what they are like. This is no small task. And in the process of studying the Church and the nations we will face many "giants." How will we respond?

When men of faith present data on the Harvest Field and the Church of a nation, it can help the body of Christ -- church leaders, evangelists, church planters, lay people -- get a picture of what God the Spirit has been and is doing. It can challenge them to set goals and make plans for completing the Great Commission in their native land.

When the same data, however, is presented by people who lack faith, it can cause the Church to shrink back from the seemingly impossible task. Men and women who gather and present accurate data with bold faith and indomitable courage *unleash the real power of information.*

Caleb and Joshua, the researchers, never lost sight of the one to whom all power and authority in heaven and on earth have been given (Matthew 28:18). So, we also must understand and walk in "his incomparably great power for us who believe" (Ephesians 1: 18-23).

Research is a vital part of the DAWN strategy. But the acts of gathering vital, accurate, up-to-date and challenging information are no guarantee that the Church will stand up and say "Let us go and make disciples of all peoples, for we can certainly do it." We must combine such information with faith, "*For without faith it is impossible to please God!*" (Hebrews 11:6).

The eyes of the Lord are searching throughout the whole earth to strengthen those whose hearts are fully committed to him (2 Chronicles 16:9). Will he find people of faith who will boldly stand up in the face of opposition and call the Church to move out and "conquer the land?" The Lord Jesus Christ is looking for men and women from every nation who are neither afraid nor ashamed to say, "Let us preach the gospel to everyone and plant churches everywhere; for with the help of the Lord Jesus we can certainly do it!"

***“With God all things are possible.”***

(Matthew 19:26)

## LOOKING THROUGH THE EYES OF JESUS

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Research for completing the Great Commission is a way of life. It involves the daily discipline of comparing people's needs with God's resources. It requires understanding human situations with spiritual discernment. It prompts us to continually shape and adjust our ministry in light of new information. Consider the summary of Jesus' ministry expressed in Matthew 9:35-38:

- He visited larger towns as well as small, obscure villages -- *"Jesus went through all the towns and villages ... ; "*
- He ministered in word and deed -- *"...teaching in their synagogues, preaching the good news of the kingdom, and healing every disease and sickness;"*
- He took notice of the multitudes and understood their deep spiritual needs -- *"Men he saw the crowds, he had compassion on them because they were harassed and helpless, like sheep without a shepherd;"*
- He recognized the vastness of the Harvest Field and the insufficiency of the Harvest Force -- *"The harvest is plentiful but the workers are few; "*
- He called his true disciples to intercession -- *"Ask the Lord of the harvest, therefore, to send out workers into his harvest field."*

We might paraphrase this account:

*Jesus was in the habit of visiting every place where people could be found. No matter where he went, he felt with his heart what he saw with his eyes: multitudes of people living in despair for lack of direction and hope. So, he gave them direction by what he taught,- he offered them hope by what he preached; he showed them compassion by healing all their diseases. The gross imbalance between the Harvest Field and the Harvest Force caused him to call his most faithful followers to cry out for the Master to multiply the workforce.*

Why did he make an effort to visit all the towns and villages? How did he discover their needs?

What moved him to compassion? What motivated and guided him to preach, teach and heal?

Answer: he **SAW** the multitudes as they really were. This was no mere *casual glance*, nor was it strictly a *careful observation*. Glancing at the multitudes would have overlooked their condition. Detailed observation would have merely satisfied his curiosity. This was insightful perception: systematic, careful, all-encompassing vision mixed with godly wisdom, understanding and discernment.

Jesus shows us through his own example how vital it is to keep an accurate, up-to-date picture of the Harvest Field and the Harvest Force. His ministry teaches us that research, compassion, prayer and all other ministry are inseparable elements of an effective strategy.

*"Let me see this world, dear Lord,  
as though I were looking through your eyes.  
A world of men who don't want you, Lord,  
but a world for which you died.  
Let me kneel with you in the garden,  
blur my eyes with tears of agony,-  
For if once I could see this world the way you see,  
I just know I'd serve you more faithfully."  
-Mike Otto<sup>1</sup>*

## 1. What is the DAWN Strategy?

A. DAWN is a strategy for completing the task of making disciples of all peoples in a whole nation in one generation. The three key elements\* of the strategy are:

1. The Whole Church . . .

*DAWN calls the entire Church to cooperate in a long-term, systematic process of evangelism and church-planting. This includes the working together of:*

- Denominations and parachurch groups,
- Nationals and expatriates, and
- Clergy and laity.

**John 17:23**

*“May they be brought to **complete unity** to let the world know that you sent me and have loved them even as you have loved me.”*

2. Discipling the *Whole Nation* . . .

DAWN looks at the task of the Great Commission from the standpoint of whole countries or nation-states. Discipling a whole geo-political nation includes establishing enough churches for:

- Every ethnic group,
- Every city, town and neighborhood, and
- Every social class and condition.

**Matthew 24:14**

*“This gospel of the kingdom will be preached in the whole world **as a testimony to all nations**, and then the end will come.”*

3. By means of Saturation Church Planting.

DAWN measures the outcomes of all Christian outreach activity by the multiplication of new cells or congregations of believers. Jesus Christ becomes incarnate in a community when there is a local church:

- Showing his loving care and power,
- Proclaiming the gospel of salvation, and
- Persuading people to become disciples.

**Matthew 9:35**

*“Jesus went through all the towns and villages **teaching** in their synagogues , **preaching** the good news of the kingdom, and **healing** every disease and sickness.*

B. The goal of the DAWN Strategy is to see the whole Church of a whole nation committed to establishing at least one congregation of believers within every group of 500 to 1,000 citizens – one congregation sharing Christ in every village and neighborhood and for every class, kind and condition of man.

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\* (See illustration, page 13)

## 2. What is the Biblical Foundation for Saturation Church Planting?

A. We believe it is God’s will:

1. That every man, woman and child – regardless of race, tongue, tribe, class, or condition – should have a valid (real, meaningful, clear) opportunity to hear and respond to the gospel. (Matthew 24:14, Mark 16:15, Acts 1:8, Romans 10:8-15, 15:17-21, 1 Timothy 2:1-4, 1 Peter 3:15-16, 2 Peter 3:9, Revelation 5:9-10);

**AND**

2. That all who respond to the gospel should be brought into fellowship with other Christians in local congregations where they can be baptized and taught to observe everything that Jesus taught his disciples. (Matthew 28:18-20, Acts 2:42-47, Ephesians 4:1-16, Colossians 2:6-12, Titus 2-3, Hebrews 10:24-25).

**What would a Discipled Nation look like?\***

→ *Exposure to the gospel*

**A DISCIPLED NATION** would be a country where both of these objectives have been accomplished.

→ *Response to the gospel*

B. What this means is that:

1. Church:

◆ **IS NOT** simply “place and event”-- a building or location in which certain common events take place that meet and satisfy the interests of fellow Christians;

◆ **IS** Jesus Christ incarnate in a community -- the fellowship of those who gather in the Lord’s name, follow his teachings, and tell the community about him through word and deed.

2. Church Planting:

◆ **IS NOT** simply getting a building and filling it with Christians, or taking members from existing churches and placing them in new ones;

◆ **IS** bringing people to Christ, gathering them for fellowship and nurture, and equipping them for ministry.

*“Church Planting is always a response to the Holy Spirit’s leading: starting effective, new congregations to minister to and evangelize adults, teenagers and children who are not being reached by existing churches.”*

*-Bruce Patrick  
New Zealand<sup>1</sup>*

\* (See illustration, page 14)



### 3. How can we Measure our Progress and Completion of this Task\*?

The biblical mandate of the New Testament specifies three guidelines to monitor and measure our progress toward completing the task of the Great Commission.

A. The ethnic guideline. One measurable goal is to make disciples among every ethno-linguistic group - - every race, tribe and tongue.

*This mandate implies that we measure the task in terms of groups of people defined by their customs, characteristics and culture.*

B. The geographic guideline. Another goal is to be witnesses in every geographic location - - every region, city, suburb, town and village.

*This mandate implies that we measure the task in terms of the various kinds of communities where people live and how they relate to each other.*

C. The demographic guideline. A third goal is to preach the gospel to every individual - - every man, woman and child of every class, status and condition.

*This mandate implies that we measure the task in terms of individuals or groups defined by their social conditions, composition and status.*

**MATTHEW 28:19**

*“make disciples of all nations (peoples) . . .”*

**ACTS 1:8**

*“. . . be my witnesses in Jerusalem, in all Judea and Samaria and to the ends of the earth.”*

**MARK 16:15 (LB)**

*“preach the good news to everyone, everywhere.”*

### 4. What are the Priorities of the Task?\*\*\*

The New Testament implies at least two guidelines for establishing priorities for completing the task.

A. The unreached and unchurched guideline. People groups, geographic areas and social groups that have not been exposed to the gospel or where there is no existing church are a high priority for evangelism and church planting.

B. The responsiveness guideline. Groups and areas where people are responding in great numbers to the gospel, or where churches are being started at a rapid rate are another high priority for evangelism and church planting.

No exposure

**ROMANS 15:20'**

*“It has always been my ambition to preach the gospel where Christ was not known . . .”*

Rapid response

**JOHN 4:35-36**

*“I tell you, open your eyes and look at the fields! They are already ripe for harvest.”*

\* (See illustration, page 15)

\*\* (See illustration, page 16)

## 5. What is Research for the DAWN strategy?

A. DAWN Research is:

1. The fact-finding process we go through to monitor and measure the task and to establish goals, plans and priorities for completing the Great Commission;

2. The careful, patient, systematic, diligent study of the Harvest Force and Harvest Field to provide accurate and up-to-date information about their:\*

- ◆ Identity →
- ◆ Location →
- ◆ Description →
- ◆ Status →

B. Research helps us to:

1. Discover information and facts we did not know before;
2. Change our current understanding and knowledge in light of new information; and
3. Find new, practical ways to apply our information, knowledge and understanding.

C. Research for DAWN is both a technical science and a spiritual discipline.

1. Technically, it involves surveying the Harvest Force and Harvest Field with the help of the following tools:

- ◆ Mathematics and Statistics;
- ◆ Sociology and Demographics; and
- ◆ Ethnology and Linguistics.

2. Spiritually, it involves prayerfully examining the Harvest Force and Harvest Field in light of the following guidelines and tools:

- ◆ The Great Commission;
- ◆ A biblical view of man's emotional, physical, moral and spiritual needs; and
- ◆ The spiritual gifts of discernment and intercession.

*“Research is the process we work through to gather information we need to make decisions.”*

*-Marjorie Froise  
South Africa*

Understanding the **Harvest Force** and **Harvest Field** requires answers to the questions:

1. Who are they?
2. Where are they?
3. What are they like?
4. How many are they?

*Example:*

How many people and places have no church?

Do we really need to plant more churches?

Is there a better way to plant churches here?

*“Research enables us to discover God's perspective and his working in this world.”*

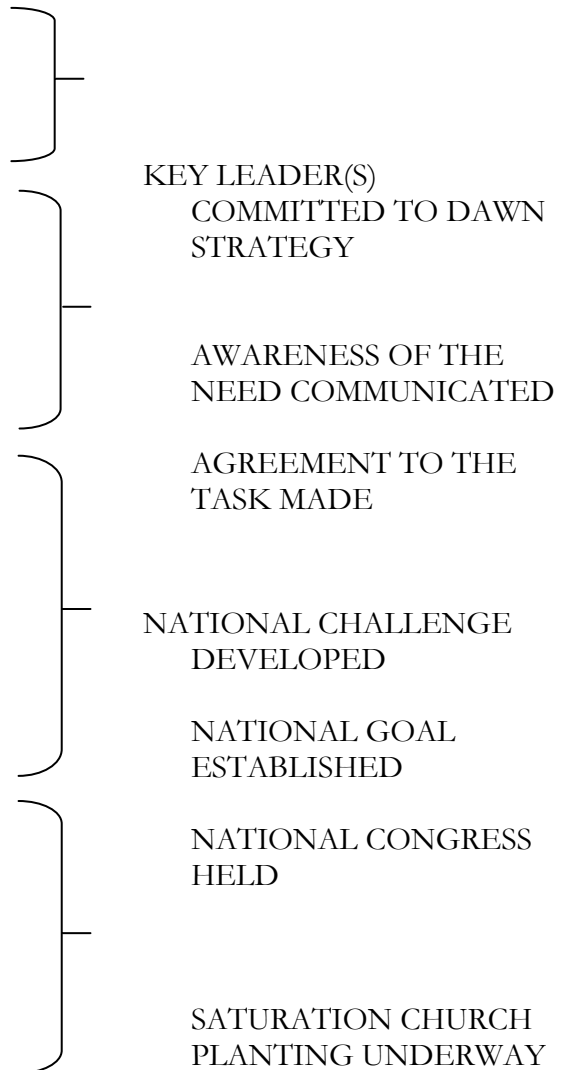
*-Met Castillo  
Philippines*

\* (See illustration, page 17)

## 6. What are the Stages of a DAWN Project?

There are no rules or regulations that a DAWN project has to follow. Yet, our study of numerous DAWN projects has revealed a noticeable progression. There are typically four major stages in the process of developing a strategy for discipling a whole nation. Each stage is marked out by the degree of participation and the role of the whole Church in saturating the whole country with churches.\*

- ◆ Stage 1. The DAWN process begins with a commitment. Key church leaders or an organization makes a commitment to call the whole Church to disciple the nation. An initial committee is then formed.
- ◆ Stage 2. The project gets underway. The committee begins helping the Church become aware of the need and vision for establishing new churches in the country. This involves doing initial research and calling the Church to prayer for the discipling of its nation. An initial rally is held where leaders come to an agreement to develop the DAWN strategy for their country.
- ◆ Stage 3. A major milestone is the national challenge. The results of the research are presented in a thorough report or book. This written document is called a “prophetic message” and explains the state of the Harvest Force and the Harvest Field. It reveals what God has done, is doing and wants to do for the discipling of the whole nation. It is presented in a national congress where Church leaders establish a specific goals for church planting and evangelism.
- ◆ Stage 4. The main body of a DAWN project is the actual church-planting. This is an on-going process that involves denominations and parachurch organizations setting goals and developing growth programs to reach the national goal. It involves the development of a national prayer network. It also involves continuous, periodic research to evaluate and track the progress.



\* (See illustration, pages 19-22)

## 7. How does Research relate to these Stages?

Our study of DAWN projects shows a progression of three phases in research for developing a national strategy. These phases characteristically correspond to Stages 2 – 4 of a typical DAWN project. \*

- ◆ **Phase 1.** Minimal information about the Harvest Force and Harvest Field is needed to increase the awareness of the Church and convince the Church leadership of the need for saturation church planting in the country. Research challenges and tests what the Church knows and believes about the Harvest Force and Harvest Field. Key questions are:

- 1) What are the assumptions and conclusions the Church has made about the Harvest Force and the Harvest Field?
- 2) Are these assumptions valid and correct?

- ◆ **Phase 2.** An in-depth study of the Harvest Force supplemented by detailed information about the Harvest Field is necessary to form a “prophetic message” and to set a realistic national goal. Research provides accurate, up-to-date and reliable information about the history and current state of the Harvest Force and Harvest Field. Key questions are:

- 1) What has the Church accomplished, and what is yet to be accomplished to complete the Great Commission in this country?
- 2) How many churches need to be planted?
- 3) How long will it take to plant them?

- ◆ **Phase 3.** On-going surveys and studies are needed to track progress toward the goal and ensure that churches are being planted as effectively as possible in every people group and geographic area. Research provided up-to-date information about the growth of the Church and case studies of effective evangelism and church-planting programs and methods. It also prepares in-depth descriptions of people groups and their need for churches. Key questions are:

- 1) Is the Church on target in reaching its goal?
- 2) What methods are most effective in each region and among each people group?
- 3) Where and among whom do churches still need to be planted?

THE NEED FOR CHURCHES  
CLARIFIED

**Research Premise:**

*Knowledge and beliefs influence decisions and actions. Incorrect beliefs and outdated information result in ineffective ministry. Accurate, up-to-date and reliable information leads to ministry that contributes directly to completing the Task.*

THE POTENTIAL FOR GROWTH  
DETERMINED

*The Church works more directly toward completing the task when it has a clear picture of what God wants to accomplish in the current generation.*

THE PROGRESS TOWARD THE  
GOAL EVALUATED AND  
ENCOURAGED

\* (See illustrations, pages 18-22)

## **1. The Problem with Information and Knowledge.**

- A. Solomon exclaimed that “of making books there is no end, and much study wearies the body”(Ecclesiastes 12:12)
- B. Paul warned that “knowledge puffs up”(1 Corinthians 8:1).
- C. Many others could attest to the fact that “with much wisdom comes much sorrow; the more knowledge, the more grief” (Ecclesiastes 1:18).

## **2. The Wisdom of Being Informed.**

Yet Solomon also affirmed the incredible value of information and knowledge. The book of Proverbs is filled with convincing statements about the necessity of being informed.

- A. Proverbs 13:16 - “Every prudent man acts out of knowledge, but a fool exposes (brags about) his folly (ignorance).”
- B. Proverbs 14:15 - “A simple man believes anything, but a prudent man gives thought to his steps” (also Proverbs 19:2).
- C. Proverbs 15:14 - “The discerning heart seeks knowledge, but the mouth of a fool feeds on folly” (also Proverbs 18:15).
- D. Proverbs 18:13 (LB) – “What a shame – yes, how stupid! – to decide before knowing the facts!”
- E. Proverbs 24:3-4 (LB) – “Any enterprise is built by wise planning, becomes strong through common sense, and profits wonderfully by keeping abreast of the facts.

### 3. Lessons in Research from the Old Testament.

The Old Testament records numerous accounts of how God's servants sought and applied knowledge (information) to the tasks God had assigned them.

- A. Numbers 1:1-46 – Moses was commanded to measure the strength and resources of the Israelite battle Force (see also Numbers 26:2; Joshua 7:13-15; Judges 7:2-6).
- B. Joshua 2:1-11 – Joshua sent out two men to learn about the condition and responsiveness of the people.
- C. Joshua 13:1-7 – God gave Joshua an evaluation of what had been done and what was yet to be done in conquering the land.
- D. Nehemiah 1:3-4; 2:1-6 – Nehemiah was moved by information to intercede on behalf of God's people and to stand up for what was right.
- E. Nehemiah 2:7-18 – Nehemiah carefully studied the wall to discover what needed to be done to rebuild it; he used this information to mobilize people into orderly action.
- F. 1 Chronicles 12:32 – David's army included strategists who understood the times and could instruct Israel in what it should do.

### 4. Lessons from the New Testament.

The New Testament Church was not commanded to do research. However, there are situations where research was implied that we can learn from.

- A. Matthew 9:35-38 – Jesus recognized the state of the Harvest field and the Harvest Force (see also Luke 10:1-11).
- B. John 4:27-42 – Jesus recognized when the Harvest Field was ripe for the Harvest.
- C. Luke 15:1-10 – finding the lost requires diligent, systematic research (see also Luke 14:1-24).
- D. 1 Corinthians 9:19-23 – Paul became all things to all men by understanding cultural differences.

Consider these questions as you study the Old Testament stories:

- *Were the people who did research commanded to do it or did they do it on their own?*
- *What information did they gather?*
- *Who gathered the information and how did they gather it?*
- *Why did they need information?*
- *How could this kind of research and information be helpful to the Church in discipling a whole nation?*

*The New Testament Church apparently kept an account of significant events (see Luke 1:1-4; Acts 1:1).*

*They also took notice of how many people were being saved.*

*(Study Acts 2:41, 47; 4:4; 5:14; 6:1, 7; 9:31, 42; and 13:48-49)*

## 5. A Systematic Approach to Research

**Numbers 13:1-14:38** – Spies were sent to obtain a description and status of the people and the land they were to conquer (see also 21:32; Joshua 7:2; Judges 1:24, 18:2). This model illustrates Harvest Field research for a DAWN Project.<sup>1</sup>

**The Sponsor.** God commanded Moses to send out spies to explore the land of Canaan before entering it.

**The Problem.** They were in the desert waiting to enter the promised land. They needed information in order to help them evaluate their course of action and daily provisions for “possessing the land.”

**The Objectives of the Survey.** They were to explore Canaan (purpose) to know where to find food and what the towns and people were like (reason).

**The Information Needed and the Questionnaire Design.** They were sent out with a detailed list of information they were to gather. Their survey questionnaire could have looked something like this

### SURVEY OF THE LAND AND PEOPLE OF CANAAN

1. What is the land like?  
 good    or     bad
2. What are the people like?  
 strong    or     weak  
 many    or     few
3. What are the towns like?  
 fortified or     unwalled
4. What is the soil like?  
 fertile    or     poor  
 trees    or     no trees
5. What kind of fruit is there?

Please list the samples you were able  
bring back.

***The Data Collection Methods.*** Twelve men were sent – representing the twelve tribes of Israel. The methods were to gather information by making observations about the land and its peoples and to sample the fruit of the land.

***The Data Collection.*** The twelve men traveled through all the regions of the land during forty days to collect data (make their observations) and to gather samples of the fruit.

***The Analysis Report.*** They reported to the whole Israelite community what they found and showed them fruit of the land. In summary, they reported:

- It was a land flowing with milk and honey;
- Some people lived in the hills while others lived near the sea;
- The people were powerful; and
- The cities were fortified.

***The Results.*** Two of the men concluded that the people of Israel could certainly win the battle and possess the land. The other ten assessed that the inhabitants were too strong and Israel would lose.

***The Tragedy.*** The tragedy was that they never developed a strategy. The conclusions of the ten indicate they were asking the question, “Should we conquer the land?” rather than “How do we conquer the land?”

## **6. DANGER! The Pitfalls of Research.**

The Old Testament also records some very serious mistakes that were made in research.

- A. 1 Chronicles 21:1-3 – Gathering data for prideful, sinful purposes.
- B. Numbers 13:24 – 14:5 – Misinterpreting or misusing the data.
- C. Joshua 7:1-5 – Over-reliance on data and failure to pray and consult the Lord.
- D. Joshua 9:6-18 – Making decisions with incomplete data.

*Watch out for people who seek  
their own glory!*

*Do not forget Faith; without it,  
it is impossible to please God!*

*Information is not a substitute for  
holiness, integrity and prayer!*

*Research is Spiritual Warfare  
The enemy will try to deceive!*



## The Five Basic Steps of the Research Process

Each phase of research for a DAWN Project involves a systematic, five step process;

Carefully follow this process to complete each phase.\*

- A. Step 1: Plan the project carefully, including:
  1. The Sponsor,
  2. The Hypothesis and Problem,
  3. The Purpose and Objectives,
  4. The Information Needed, and
  5. The Methods, Timeline and Resources.
- B. Step 2: Gather the right Harvest Force and Harvest Field information.
- C. Step 3: Analyze the information and draw conclusions.
- D. Step 4: Set Goals for church planting, evangelism and other ministries.
- E. Step 5: Report the conclusions, goals and challenge to the Church.

In this chapter we are dealing with **Step 1: The Plan.**

---

### 1. The Sponsor.

The *Sponsor* is the group of Church leaders committed to the discipling of the whole nation. These are the ones asking for information. The research coordinator must work closely with these leaders to understand what they want to accomplish through the research. The researcher should also work to gain the support and cooperation of the whole Church.

Phase 1: A small group of Church leaders need information **to challenge** the whole Church, regarding the need and potential for discipling the nation through saturation church planting.

Phase 2: A representative group of all denominational and parachurch leaders need information **to set goals, coordinate efforts and revise methods** for discipling the whole nation.

Phase 3: Denominational and parachurch leaders need information **to set goals and revise programs and methods** for their own groups, and to maintain an up-to-date status of the discipling of the nation.

*“When denominational or mission leaders plan a survey, they should seek support from all [those whom] the survey will affect. Support is vital to a survey.*

*“Support is important; widespread support is helpful. Still, opposition, lack of interest or even resistance should never be allowed to obstruct the promotion of a needed survey.”*

*- Ebbie Smith<sup>1</sup>*

\* (See illustration, pages 41-42)

## 2. The Hypothesis and the Research Problem.

- A. The Hypothesis. Research begins with an hypothesis or an assumption. This is simply a way of explaining a set of facts or describing a situation. It can be expressed in the form of a statement or a question. Research tests the assumptions and beliefs of the Church. DAWN research makes three basic statements to explain how and why the Church grows.\*

### Statements

1. Establishing local churches, congregations and/or cells of believers is a highly effective way of exposing a community to the gospel and providing a meaningful opportunity to respond.
2. Church attendance and membership tend to grow more rapidly as new churches, congregations or cells of believers are established.
3. Establishing one church, congregation or cell of believers in every community of 500 to 1000 people will give every person a valid opportunity (within physical and cultural distance) to hear and respond to the gospel.

- B. The Research Problem. The Research Problem is based on these assumptions. It includes: 1) a preliminary assessment of how well the Church is discipling the whole nation; and 2) an indication of the challenges and obstacles the Church is facing. The following two steps help identify the problem:

1. Determine the current consensus of opinion about the state of the Church. How are key Church leaders answering these questions?
  - a. Are there enough churches?
  - b. Is evangelism leading to church growth?
  - c. Is there a balanced emphasis on church planting and evangelism?
  - d. Is the Church filling the whole country and every people group with churches?
  - e. Is the Church working in harmony?
  - f. Is there a sense of urgency about reaching the Harvest Field?

### Questions

- ← Is church planting an effective means of evangelism?
- To what extent can a rapid growth rate in members and attendance be attributed to the increase in the number of new congregations?
- ← What is the optimum number and location of churches needed to give everyone a chance to see Jesus Christ incarnate through a church?

### The "Problem" indicates:

- Why is research being done?
- What is the nature of the problem?
- What will be done with the data once it is collected?

### In Summary

To what extent does the Church think it is experiencing healthy growth or poor growth?

\* (See illustration, page 43)

2. Describe the obstacles and weaknesses that may be keeping the Church from fulfilling its mandate to preach the gospel to everyone and multiply congregations everywhere. What will have to be done to overcome these obstacles so the Church can reach its goal? The following is a list of some possible challenges of the Church. Are there two to three that are predominant in your country?

*“God our Savior . . . wants all men to be saved and to come to a knowledge of the truth”* (1 Timothy 2:4). Yet, as we look at our nation today, many have not been saved. Why not?

a. *Ignorance* – unawareness of the state of the Harvest Field of Harvest Force;

b. *Misconception* – misinterpretation of the Harvest Field or Harvest Force;

c. *Neglect* – complacent attitude toward the Harvest Field;

d. *Poor Stewardship*- wasting time or resources on wrong priorities and tasks;

e. *Insufficient Resources* – lack of human or material resources to do the job;

f. *Ineffective Methods* – methods that do not yield the desired results;

g. *Resistance* – peoples or societies that aggressively reject the gospel;

h. *Spiritual Warfare* – principalities and powers that try to hinder the Church;

i. *Disunity* – competition or divisiveness within the Church.

INFORMATION  
CHALLENGES

PRACTICAL  
CHALLENGES

SPIRITUAL  
CHALLENGES

### 3. The Research Purpose and Objectives.

The purpose describes what you want to accomplish through research and why.

This purpose is being accomplished when:

A. The purpose of DAWN research is to understand what God has done, is doing and wants to do to disciple a nation. The reason for gathering this information is to motivate, direct, instruct and mobilize the whole Body of Christ in a whole country. The desired result is to see congregations established in every segment of society where Jesus Christ become incarnate, showing forth His love, care and power in every community.

- The whole Church is working systematically at discipling a whole nation by means of saturation church planting;
- The Church has sufficient information to modify and focus its goals, programs, plans and methods of church planting and evangelism.

B. The objectives indicate *who* you intend to serve and *when* you have accomplished what you intended to do through research. The four objectives of DAWN research are: \*

1. To provide information to help make the Church aware of the need and potential for saturation church planting. This is accomplished when an accurate picture of the Harvest Force and the Harvest Field has been developed;

} — INFORM

2. To provide information to help motivate the Church toward discipling the whole nation. This is accomplished when Church leaders have set realistic national and denominational goals for church planting, evangelism and other ministries for discipling the nation;

} — MOTIVATE

3. To provide information to help direct and mobilize the Church into the Harvest Field. This is accomplished when both unchurched and responsive communities and peoples have been identified, located and described.

} — DIRECT  
AND  
MOBILIZE

4. To provide information to help inform the Church about methods for discipling the whole nation. This is accomplished when effective models and methods for church planting, evangelism and other vital ministries have been identified and described for each geographic areas and people group.

} — EDUCATE  
AND  
INSTRUCT

C. The order of priority for these objectives varies depending on the phase of research in each country. Answer the following questions to determine specifically the purpose and objectives for each phase of research in your country;

1. What are the most urgent challenges and obstacles the Church seems to be facing?

2. In what areas of the Harvest Force and Harvest Field does the Church seem to lack vital information for its task?

3. In what areas does the Church need new or updated information to make good decisions?

4. In what areas of ministry could new or updated information help the Church be more effective?

In addition, determine who will benefit the most from new or updated information:

- Denominational leaders
- Parachurch leaders
- Local pastors
- Church planters
- Evangelists
- Lay leaders
- A combination of these

\* (See illustration, page 44)

## 4. The Information needed.

- A. Establish measurable criteria. Criteria are the standards and definitions that help you determine and look for the right information. These standards also enable you to objectively measure the information you gather.<sup>2</sup>

The following list included common criteria for DAWN research. You will need to revise the basic definitions for these words and concepts to fit the common understanding in your country.

1. Active Members – the number of people who have met the requirements for church membership established by the church, and who are attending church at least three times per month.
2. Christian Community – the total number of active members and church attenders (including their children living at home), resident inactive members and other persons with a Christian background or who are sympathetic to Christianity living in the geographic area encompassed by the Church.
3. Organized Church – a local congregation that has been recognized as a full fledged church, and where Christians meet regularly for worship, fellowship, study of the Bible, and participation in the sacraments.
4. Unorganized Church – a local congregation that has yet to be recognized as a full-fledged church, and where Christians meet regularly for worship, fellowship, study of the Bible and/or participation in the sacraments.
5. Pastor – a person who meets the requirements for pastor determined by the church, and is officially recognized as a leader of the church.
6. Unchurched Community – a group of people who have a similar social or cultural background and live in a specific geographic areas that has no existing church or congregation where they are being brought into Christian fellowship.

### Examples

Some churches have no formal membership; other churches require baptism, regular attendance, etc.

A Christian community may be the total of 550 active church members, 130 children of members, 470 regular church attenders (other than members) and 85 inactive members.

An organized church may be an independent church with no affiliations or a church that meets the requirements of its denomination.

An unorganized church may be a congregation that has not met all the requirements of an organized church for its particular denomination.

A pastor is usually the leader of the church. The leader might not be called “pastor” in some churches.

A community of Spanish-speaking people living around an English-speaking church which has no ministry among them would be an unchurched community.

7. People Group – A significantly large group of people who have a common affinity because of their shared language, religion, ethnicity, residence, occupation, class, caste, situation, or combination of these things.<sup>3</sup>

8. Unreached People – a people group in which there is no congregation of believers.

9. Effective Method – a way of doing a task that accomplishes an intended outcome at least a reasonable percentage of the time.

10. Exposure to the gospel – may be determined by a combination of indicators, including:<sup>4</sup>

Having the Word of God translated and readily available in their mother language;

Having heard a gospel radio broadcast;

Having seen a gospel film like the Jesus film;

Having heard a gospel message;

Having received Christian literature;

Having Christian work (resident and non-resident) going on among them.

11. Response to the gospel – may be determined by a combination of indicators, including.

Percent evangelical or percent Christian;

Percent church members;

Active members of evangelical churches;

Number of churches or congregations;

Ratio of population per congregation;

Average annual growth rate of churches;

Average annual growth rate of active church members.

12. Need for new churches – may be determined by a combination of indicators, including:

The population to congregation ratio;

The total church attendance;

The total church attendance capacity;

The average size of churches;

13. Potential for growth – the sum total of churches that need to be established in comparison with the current growth rate of the Church. By comparing these two, you will be able to make a projection for how many of the needed churches could be established in a specified period of time.

Examples

The Quichè of north western Guatemala; the homeless people of Manila.

You must define the intended outcome and determine the “reasonable percentage.”

These indicators measure the degree of exposure and response to the gospel.

1470:1

5% of the population

12% of the population

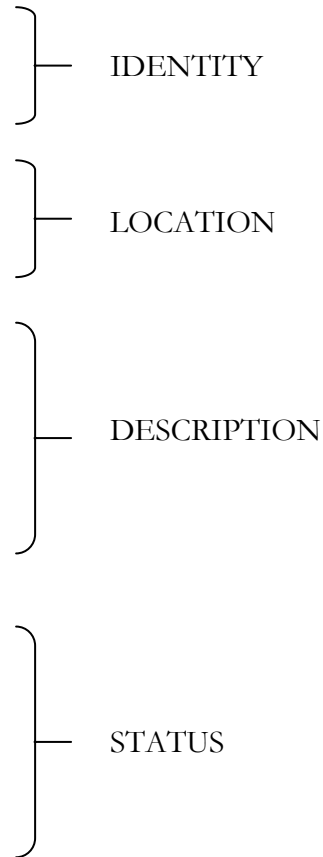
65 members per church

There are 6,2000 churches. There need to be 18,000 more churches, and the current growth rate is 8.5% AAGR. The Church has the potential to have a total of 9,322 churches in five years.

B. Determine the HARVEST FORCE INFORMATION you need to gather. This will include the identity, location, description and status of all denominations, local congregations, mission agencies and parachurch organizations.

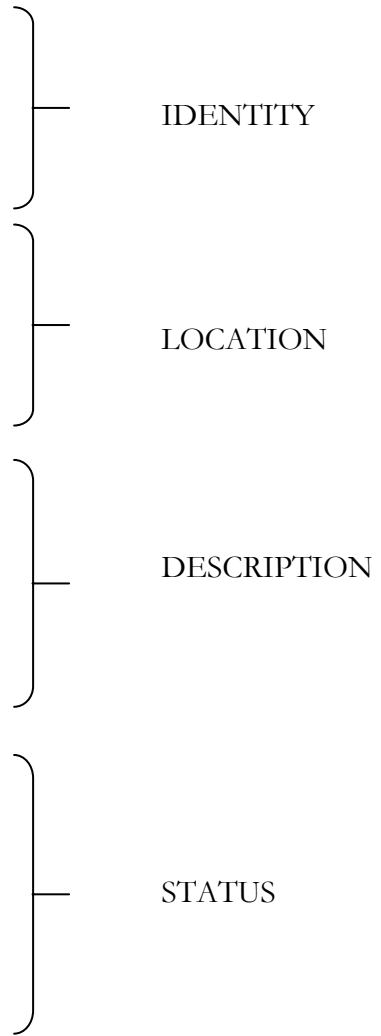
1. The categories of information are:
  - a. The basic history of the national Church;
  - b. The numeric growth of the Church;
  - c. The geographical and ethnic distribution;
  - d. Methods of evangelism and church planting;
  - e. Christian education programs and materials;
  - f. Training for pastors and laymen;
  - g. Cross-cultural missions involvement;
  - h. Community development and social outreach ministries.

2. Questions about the Harvest Force are:
  - a. What denominations, local churches, mission agencies and parachurch organizations make up the Harvest Force in this country?
  - b. Where are they located? Where are they working in this country? Among which people groups are they working? Where are they sending missionaries
  - c. Which denominations have goals and plans for growth? Which ministries most directly result in churches being established? What methods are most effective for church planting and evangelism? What other supportive ministries are indirectly related to church planting?
  - d. How many churches, members, pastors and other workers are there in each denomination or local church? How fast are they growing? How many expatriate missionaries are there? How many missionaries are they sending? How many people are being ministered to by each parachurch organization?



C. Determine the *HARVEST FIELD INFORMATION*. Include the identity, location, description and status of all the ethnic, linguistic and social groups in every region in the country.

1. The categories of information are:
  - a. Historical background of the country;
  - b. Geographic description of the country;
  - c. Demographic make-up of the people;
  - d. Ethno-linguistic and cultural mosaic
  - e. Sociological framework of society;
  - f. Political attitude and climate
  - g. Economic strength and stability;
  - h. Religious background and orientation.
  
2. Questions about the Harvest Field are:
  - a. Who are the people that make up this country or region? What people groups are there and what languages do the speak? What social class divisions are there? Who are the poor and destitute? What groups are migrating in or out of the country?
  - b. What are the geographic divisions in the country? How many cities, towns, villages and communities are there? Where is each language, people group and social class located? Where are the migrants coming from?
  - c. What is the political, economic, social, and religious condition of the country? What is the moral condition? What are “the sins of the fathers”? What are the reasons for these conditions? What are the types and levels of poverty and oppression? What are the migration patterns? Why are people migrating?
  - d. What is the total population, urban and rural population, population of men, women, children, youth and adults of the country and of each geographic region? How many households or dwellings are there? What is the populations growth rate, and the death and literacy rate? What is the population of each language and people group?





D. Determine the **COMBINED HARVEST FORCE and HARVEST FIELD INFORMATION**.

Combine information that indicated how well the Church is discipling the whole nation and what still needs to be done to complete the task.

1. The categories that need to be measured using the combined information are:
  - a. The degree of exposure to the gospel;
  - b. The rate and degree of response;
  - c. The need for new churches;
  - d. The spiritual condition of the country;
  - e. The priorities of the task.

2. Questions involving combined Harvest Force and Harvest Field information are:

- |   |   |             |
|---|---|-------------|
| <ol style="list-style-type: none"><li>a. What segments of society and what people groups are turning to Christ? What communities and peoples have never been exposed to the gospel? What peoples and areas have not responded to the gospel?</li></ol>  | } | IDENTITY    |
| <ol style="list-style-type: none"><li>b. Where and among whom is the Church growing? Where is the Church not growing? Where do churches still need to be planted? Among which people groups do churches need to be planted?</li></ol>   | } | LOCATION    |
| <ol style="list-style-type: none"><li>c. Why is the Church growing or not growing? What are the key factors affecting the receptiveness or resistance to the gospel? How is the Church responding to the needs of society? What methods of church planting and evangelism are most effective and most likely to work in other regions or among other people groups?</li></ol> | } | DESCRIPTION |
| <ol style="list-style-type: none"><li>d. How many churches still need to be planted to reach the goal of one congregation for every 500 to 1000 people? What goals and projections can be made for new congregations, members, pastors and other church leadership? What is the degree of receptivity to the gospel?</li></ol>  | } | STATUS      |



E. Prioritize the Information:

1. **High priority** information is essential to meet the objectives of the research. Refer back to pages 30-31 to review the objectives you have determined for the phase of research you are carrying out. The following list of needed information will provide answers to the most crucial questions about the **HARVEST FORCE** and the **HARVEST FIELD** and enable you to set goals:

**Remember**

*The primary objectives of DAWN research are to determine what the Church has accomplished and what is left to do to complete the Great Commission.*

- a. Directory of all denominations;
- b. Active church members by denomination;
- c. Worship service attendance by denomination;
- d. Number of organized churches by denomination;
- e. Number of congregations/preaching points;
- f. Growth rates of members, attendance and churches planted;
- g. Distribution of churches by geographic region, demographic groupings, languages, people groups;
- h. Status of Bible translations for each language.

HARVEST  
FORCE

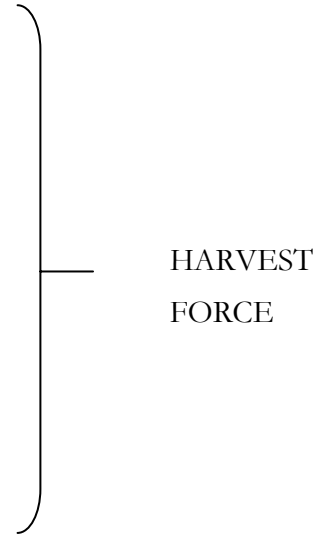
- a. Total population;
- b. Population by province, district, community;
- c. Population average annual growth rate;
- d. Number of communities/populated areas;
- e. Name of language groups and dialects;
- f. Location of language groups;
- g. Population of language groups;
- h. Communities and language groups with no church;
- i. Communities and people groups with high responsiveness;
- j. Segments of society with critical needs of various kinds.

HARVEST  
FIELD

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2. **Medium priority** information is of secondary value for completing the objectives of the research. Again, refer back to pages 30-31 to determine the value of this information in relationship to your objectives. The availability of time and resources will also help determine the value of this information. The following is a general list of needed information that usually falls into the category of medium priority:

- a. Roll membership by denomination;
- b. Number of pastors by denomination;
- c. Pastor to church ratio;
- d. Number of domestic missionaries;
- e. Number of foreign missionaries;
- f. Total evangelical community;
- g. Directory of all parachurch organizations;
- h. Number of Bible institutes/seminaries;
- i. Number of students (institutes/seminaries);
- j. Best methods of evangelism;
- k. Best methods of church planting.



- a. Vital statistics (births/deaths/literacy);
- b. Populations by age, social/economic class;
- c. Basic social needs;
- d. Poverty levels;
- e. Languages with no scripture;
- f. Political description and stability;
- g. Economic stability;
- h. Religion by ethnic group;
- i. Degree of religious liberty.



3. **Low priority** information provides background, orientation and verification of higher priority information. It is usually not essential to fulfill the objectives, especially in phases 1 and 2 of the research. This information will be determined by the researchers in each country. Take into account your objectives. Determine what high and medium priority information needs further clarification and verification.

All objective of DAWN research may require background information about the Church or the country in order to verify, validate and interpret the higher priority information.

## 5. The Methods, Timeline and Resources.

### A. The Methods.

1. Selecting the right Survey. Gathering information in a DAWN Project begins by organizing the different types of information you need into logical surveys. What makes each survey unique are the objectives they accomplish, the people who will have the information you are gathering and the methods you will use to gather it. The following list is a sample of surveys for each phase of DAWN research. \*

#### **Phase 1** (2-4 months):

- a. Do a Preliminary Denominational Survey;
- b. Prepare a Geographic Description of the country;
- c. Do an initial Demographic Study.

#### **Phase 2** (3 – 6 months):

- a. Do a Primary Denominational Survey;
- b. Do a Preliminary Survey of Mission Agencies and Parachurch Organizations;
- c. Do a Preliminary Ethnic and People Group Study;
- d. Do a Basic Study of the Historic, Economic, Political, Religious and Social mosaic and condition of the country.

#### **Phase 3** (on-going):

- a. Do Periodic Updates and Case Studies of denominations, local churches, mission agencies and parachurch organizations and their growth programs;
- b. Do national and/or regional Local Church Surveys;
- c. Do in-depth Ethnic and People Group Studies;
- d. Do in-depth Urban Studies.

### **CAUTION!**

*This example is only a model of how to do the research for each phase. It will work well in some countries but not in others. It is never good to do a survey just because it was done in some other country.*

*Be sure to develop a plan that will fit the circumstances and needs in your country. Refer back to pages 27-30 to choose the right surveys and methods for doing your research.*

**Preliminary** or **Basic** surveys provide minimal information and involve mostly library research. They are useful to develop first impressions of aspects of the Harvest Force and Harvest Field.

**Primary** or **In-depth** surveys are detailed studies and usually involve field research. They serve to provide accurate and up-to-date information and to draw concrete conclusions about the Harvest Force and Harvest Field.

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\* (See illustration, page 45)

2. Determine the methods you will use to gather the information for each survey or study.

a. **Library Research.** In some cases, gathering information will involve secondary or library research – looking for information written or published in a report or book. For each survey, determine what data or information may be available (in books, reports, journals, magazines, etc.), and where it may be found (libraries, denominational headquarters, organization offices, central statistical service, city planning office, etc.).

b. **Field Research.** In some cases, gathering information will involve **primary** or **field research** – gathering information that is most likely not found in any existing report or book. For each survey, determine what data or information you will gather through Field research. Determine what data gathering methods you will use (surveys, interviews, observation, etc.).

3. Develop the data gathering and tabulation tools to record or document the information as it is gathered.

a. Develop forms, tables and other systems to record data compiled from existing sources.

b. Develop the questionnaires, forms, tables, and other systems to record the data gathered from surveys, interviews and observation.

4. Prepare a plan for how you will tabulate and analyze the information once it is gathered.

a. Determine whether you will use a computer or tabulate the data by hand.

b. Determine what resources you will need to organize and file all the data.

c. Determine how you will organize and file the data.

### **GUIDELINES FOR PROCESSING DATA**

Tabulate and process your information so that:

- it leads most directly to fulfilling your objectives;
- you will be able to update the information easily;
- the information will be easily accessible to everyone that wants or needs to see it;
- it is readily available for use in reports and publications.

B. The Timeline.

1. Prepare a calendar and time schedule for each phase of research to indicate: \*
  - a. When you will accomplish each task;
  - b. How long each task will take; and
  - c. The relationship each task has with other tasks in the research process.
2. Draft a time-table for the following:
  - a. Developing the research plan;
  - b. Recruiting and training personnel;
  - c. Making contacts with key people,
  - d. Budgeting;
  - e. Gathering information;
  - f. Tabulating and processing information;
  - g. Analyzing the information.
  - h. Drawing conclusions and setting goals;
  - i. Writing and publishing reports and the national challenge (prophetic message).

C. The Resources.

1. Determine who will do the work. Recruit:
  - a. A research coordinator;
  - b. Data gatherers;
  - c. Data tabulators;
  - d. Data analysts and strategists;
  - e. Writers.
2. Prepare a budget for:
  - a. Materials (questionnaires, stationary, computer equipment, files, etc.)
  - b. Personnel (secretaries, data gatherers, writers, etc.)
  - c. Data gathering (travel, lodging, etc.)
  - d. Reports, Publications and Books.

*"It is best for the people who will be implementing the strategy to be involved in the gathering and analyzing of the information."*

*-Ross Campbell*

*Ghana<sup>5</sup>*

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\* (See illustration, page 46)





# GATHERING INFORMATION

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## 1. General Guidelines for Gathering Information

A. Before you begin gathering information:

1. Make sure you have the support of the right Church leaders.
2. Make sure you have informed the right people about what you are doing
3. Have your research plan worked out.
4. Know what information you need and why.

B. Begin your survey by gathering information that is already known about the Harvest Force or Harvest Field. Do any necessary library research before attempting any field research.

In some cases, you will find that library or secondary information is an estimate or out-dated and inaccurate. Yet this information will give you a valuable beginning point when you interview pastors and Church leaders. Having some information when going into an interview is always better than having no information at all. However, be careful not to allow this information to cause you to draw premature conclusions about the particular denomination or church you are studying.

C. As you gather information:

1. Modify your research plan to include things you had not anticipated.
2. Modify your questionnaires if you find they are not understandable or if you left out an important question.
3. Stick to your objectives. Do not be distracted into other areas of study that do not fit the purpose of your survey.
4. Process all information as you go along. This will help you identify weaknesses in the survey, and aspects of your plan that need to be modified. It will also help you begin to form an impression as to why the Church is growing or not growing

## 2. The Denominational Survey.

### A. The Objectives

1. To identify and locate every denomination in the country;
2. To determine the number and growth rate of churches, attendance, members and pastors;
3. To determine where the churches are distributed throughout the country and what languages and people groups they are reaching;
4. To determine what methods of evangelism they are using and what methods and programs they have to train new pastors;

With this information you will be able to make projections for the future growth of the whole Church and of each denomination, and to identify effective methods and models of evangelism, church planting, and pastoral and leadership training.

### B. The Surveys.

1. *The Preliminary Survey (Phase 1)*. This survey involves making a list of all denominations and independent churches in the country, determining the number of churches and members for the current year from as many as possible, and doing an in-depth survey on 1 – 5 of the denominations.
2. *The Primary Survey (Phase 2)*. This survey involves all of the steps in the preliminary survey with the exception that it includes an in-depth study of the top 10-15 denominations and independent churches of 60 - 70% of the whole Church.
3. *The Periodic Updates (Phase 3)*. This survey involves bringing the information up-to-date every one or two years on the top 10 – 15 denominations (or as many as possible), and doing in-depth case studies on effective denomination and parachurch growth programs that demonstrate effectiveness in seeing churches planted and bringing new believers into fellowship.

- C. The steps involved in the survey.
1. Make a list with the names and addresses of all known denominations, mission agencies and parachurch organizations in the country. Determine which of these Christian organizations you will survey.
  2. Do library research to find out as much as possible about each denomination before engaging in the field survey.
  3. Inform national and regional Church leaders of the survey purpose and plan.
  4. Design survey forms and other tools for recording the data.
  5. Recruit and train a team of researchers to conduct the survey. Since the survey will involve interviewing Church leaders, these researchers should understand and have some experience in Christian work.
  6. Prepare letters of introduction from the DAWN committee or task force for the field researchers to use in presenting themselves to Church leaders. A letter from a national Christian organization, such as an Evangelical Fellowship, is also helpful.
  7. Mobilize the survey team to conduct the survey using your standard questionnaire. Make appointments with the leaders who will be interviewed.
  8. Collect and organize all survey forms from the researchers. Implement the plan for data tabulation and analysis. Determine the rates and patterns of growth of each denomination.
  9. After the initial information has been analyzed, conduct a second interview with the key leader(s) of the denomination. Ask them to explain the history and growth of the denomination based on their own experience and understanding. Look for personal testimonies and stories about the unique working of God through the ministry of this denomination. This information is valuable to help determine the reasons for the growth or non-growth of the Church.
-

- D. Tips on developing the survey questionnaire:
1. The number of questions on a denominational survey form may be from 20 to 30. Include questions that are vital to meet the survey objectives. The questionnaire should be designed to be filled out in 30 – 45 minutes.
  2. Questions must be clear and unambiguous. Use vocabulary that will be understood and accepted by most denominational leaders.
  3. Test the questionnaire on two or three leaders before launching the survey. This will ensure that the questions are understandable.
- E. Tips on where to get information for library research:
1. Denominational yearly, quarterly and monthly reports or publications (such as denominational yearbooks).
  2. Articles, books and theses written about the history, growth and status of the Church or of a particular denomination.
  3. National, regional, or denominational church directories.
- F. Tips on what kind of Church leaders to interview within denominations or Christian organizations:
1. Chief executive officers or directors of denominations, key pastors of large or growing churches, and directors and missionaries of mission agencies.
  2. Regional and district supervisors.
  3. Key lay leaders within the denomination.
  4. Statisticians, secretaries or record keepers.
  5. Superintendents and key teachers of Christian education programs; directors and teachers of seminaries and Bible institutes.
  6. Directors of Christian social service organizations.

**NOTE:**

*The four page sample denominational survey questionnaire that begins on page 64 is quite lengthy. It is advisable to divide this form into two parts. Use the first 2 pages for the initial interview with the leader. Analyze this information and prepare summary tables and graphs. Then, use the last 2 pages as a guide for the second interview.*

G. Tips on carrying out interviews:

1. Whenever possible, send field researchers out in teams of two. During the interview, one can be asking questions while the other is recording the responses. This may not always be possible or practical.

} WORK  
IN  
TEAMS

2. Seek to find the leader of the denomination. If he cannot be found, try to find another key person who would know the information you are looking for. If no one can be found, find out what the leader's schedule is. Come back on another day.

} FIND  
THE  
LEADER

3. Whenever possible, make appointments with the denominational leader ahead of time. Always be prompt to an appointment.

} BE PROMPT

4. Always be polite. Introduce yourself, explain what you are doing and present the leader with the letter of introduction. Explain that you need his help to understand what God is doing among them so this can be a blessing to others.

} INTRODUCE  
THE  
SURVEY

5. Be familiar with the questionnaire. Always ask the questions in the same order. Never disagree with the leader's answers. Show that you are interested and understand perhaps by nodding your head and by restating what you have heard.

} ASK THE  
QUESTIONS  
SYSTEMATICALLY

6. Never get into discussions or arguments about doctrine, theology or politics. You are there to learn from this leader. Do not let the leader go off on a tangent when answering the questions.

} MAINTAIN  
THE FOCUS

7. Record all responses correctly on the questionnaire. Return to questions that were skipped. Ask him to clarify answers that you did not understand. Write answers clearly. Repeat answers as you are writing them down. Make sure you write down the date of the interview and the name of the person you interviewed.

} RECORD THE  
RESPONSES  
ACCURATELY

8. Ask the leader for names and addresses of other people in his denomination you should interview. These could be regional leaders, key pastors or evangelists who have a good understanding of what God is doing in their denomination. These are some of the people with whom you will conduct a second interview to find explanations of growth and to record personal testimonies and stories to God's work among them.

} GET NEW  
CONTACTS

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### 3. The Local Church Survey.

Caution!

A. The Objectives.

1. To identify and locate every local church or congregation in every community.
2. To determine the total number of the churches, the seating capacity and the total number of people actually attending church;
3. To determine what people groups and sectors of society are being reached;
4. To determine how rapidly and consistently new churches are being planted.

With this information you will be able to identify unchurched and unreached communities and peoples, to identify areas and peoples that are noticeably open to the gospel and to set goals for church planting.

B. The steps involved in the survey:

1. Make a list with name and addresses of all known local churches and congregations in the country. Determine how many and which of these churches you will survey.
2. Inform Church leaders in each geographic area about the purpose of the survey.
3. Design survey forms and other tools for recording the data.
4. Recruit and train a team of field researchers to conduct the survey.
5. Prepare letters of introductions from denominational leaders and other Christian organizations known and respected by the majority of the pastors in the area (such as Pastors' Fellowships).
6. Mobilize the researchers to survey the local churches. Add new churches discovered into the survey schedule.
7. Collect and organize all survey forms from the researchers. Implement the data tabulation and analysis plan.

A Local Church Survey of all congregations requires greater support and involvement of the Church. It also takes a much longer period of time (1 – 4 years, depending on the country). Therefore, we recommend:

- 1) Do *only a sample* Local Church Survey (3 – 5% of all churches) in phase 2.
- 2) Do a complete Local Church Survey in phase 3.
- 3) You may find it necessary to do a complete Local Church Survey in place of a Primary Denominational Survey in phase 2. Do this *ONLY* if the majority of the denominations in the country do not keep reliable or accurate records of active members, attendance and congregations.

Send letters 2 –3 weeks before the survey to key pastors to inform them of the survey.

Provide a letter for the survey teams to use in the interviews.

### C. Developing the survey questionnaire:

1. Limit the number of questions in a local church survey from to five or six. Include only questions that are vital to meet the survey objective. The questionnaire should be designed to be filled out in 15 – 20 minutes.
2. Questions must be stated clearly. Use simple vocabulary that will be understood by the people you will be interviewing.
3. Have the questionnaire translated into the primary languages spoken in the areas you will be surveying.
4. Test the questionnaire on five to ten people before launching the survey. This will ensure that the questions are understandable.

### D. Recruiting a Research Team:

1. The impact of the local church survey is often greater when pastors, church leaders and laymen from the communities do the survey. Reporting actually begins through the “word of mouth” testimonies of those who participated in the research.
  2. In countries or regions where multiple languages are spoken, it is necessary to recruit people who can speak each primary language. In many situations it will be possible to find researchers who are fluent in several languages.
  3. Researchers should be familiar with the geography, climate and conditions of the areas to be surveyed.
  4. Regional DAWN committees and/or pastors’ fellowships must commit themselves to be actively involved in the survey.
  5. The researchers may be part-time (Bible school students doing research during holidays, etc.) or full-time. Rural areas may require full-time researchers.
-

E. Tips on carrying out the survey: <sup>1</sup>

1. Whenever possible, send out field researchers in teams of two for safety. One can be asking questions while the other is recording the answers. (**NOTE:** This may not always be practical.)

WORK  
IN  
TEAMS

2. Get started as early in the day as practical. Set a goal for how many interviews you want to conduct each day. Try to cover all the churches in one area at a time to limit time spent in traveling long distances and back-tracking. Avoid conducting interviews around meal times.

SET  
DAILY  
GOALS

3. Use whatever street maps are available to locate the church. Ask local residents for directions. Speak to the pastor or leader of the church. If he cannot be found, try to find an elder or deacon of the church. If no one can be found, ask someone about the pastor's schedule. Come back on another day.

LOCATE  
THE  
CHURCH

4. Always be polite. Introduce yourself, explain what you are doing, and present the pastor with the letter of introduction. Explain the you need his help to understand the status of the Church and what God is doing through the Church in his area.

INTRODUCE  
THE  
SURVEY

5. Be familiar with the questionnaire. Always ask the questions in the same order. Never disagree with the respondents' answers. Show that you are interested and understand perhaps by nodding your head and/or by restating what you heard.

ASK THE  
QUESTIONS  
SYSTEMATICALLY

6. Never get into discussions or arguments about doctrine, theology or politics. You are there to learn from the pastor. Do not let him go off on a tangent in answering the questions.

MAINTAIN  
THE FOCUS

7. Record all responses correctly on the questionnaire. Return to questions that were skipped. Ask the pastor to clarify answers that you did not understand. Write answers clearly. Read answers out loud to eliminate misunderstanding. Make sure you write down the date of the interview and the name of the person you interviewed.

RECORD THE  
RESPONSES  
ACCURATELY

8. Go over your list of congregations with the pastor. Ask him to add any he knows are missing from the list. Give these additions to the survey coordinator so they can be incorporated into the survey schedule.

GET NEW  
CONTACTS



## 4. The Geographic and Demographic Surveys.

### A. The Objectives.

1. To identify the geographic makeup of the country;
2. To count, locate and describe the various kinds of communities (urban and rural);
3. To describe the demographic makeup of the people in each province and community;  
To determine how many people live in each province, district and community.
4. With this information you will be able to identify every geographic area and community, and to identify, locate and determine the size of every group of people needing to hear the gospel.

### B. The Surveys:

1. ***The Initial Geographic Description (Phase 1)***. This study involves describing geographic subdivisions or levels in the country and understanding the administrative or political structure in relationship to each level. It also includes a description of the physical and political characteristics of each geographic region.
  2. ***The Initial Demographic Study (Phase 1)***. This study involves doing library research to gather the vital populations statistics, the number, growth, density and distribution of people within the country and within the first and second geo-political levels.
  3. ***The Basic Study of the Country (Phase 2)***. This study involves discovering the physical and social characteristics and the needs of the people at each geographic level.
  4. ***The Demographic Updates (Phase 3)***. This study is field research project to verify or update the vital statistics of the population within the first, second, and third (if possible) geo-political levels. It also involves gathering the population statistics of the smaller geo-political levels.
-

- C. Steps involved in the process:
1. Begin by making a list of all the geo-political levels and their boundaries within the country. A country will have from 2 to 6 geo-political levels. Determine what the administrative or political relationship is between each level.
    - a. Level one or two divisions may be a department, province, region, territory, or state.
    - b. Level two, three and sometimes four divisions may be a council, country, district, or municipality.
    - c. Other divisions include cities, towns, villages, colonies, suburbs, zones, neighborhoods or communities.
  2. Design forms and charts to use for recording geographic and demographic data.
    - a. Geographic information will include a description of the physical and political characteristics of each geographic level.
    - b. Demographic information will include the total population, population of men, women, and youth, the urban and rural population, the number of dwellings or households, the literacy rate, the number of communities of the national level and at least the first two geo-political levels.
  3. Recruit and train researchers.
  4. Mobilize the researchers to compile data from libraries, government agencies, health and social service centers and other places.
  5. Conduct informal interviews with government, medical, and social service people to discover the physical and social characteristics and needs of people at each geographic level.
  6. Compile all the notes and forms used to record information from the library research. Implement the data tabulation and analysis plan.

### D. Developing the forms and charts to record the data:

1. Most of the numeric data (population statistics) of the country and its regions will be found in published sources. Prepare forms and charts to document and record numeric data. Use these charts and tables to record demographic, geographic, ethnic and other data that lends itself to numeric analysis.

2. Prepare a systematic format for documenting descriptive information gathered from books. This can be done by using small note cards or sheets of paper. Use this format to record information about the history, the political, economic and social climate, and the religious background of the country.

3. Prepare various kinds of brief questionnaires to use in informal interviews with key national, regional, and local figures. Interview government officials (including regional and city planners and statisticians), health and social service people, economists, religious leaders and others.

Use a tape recorder in these interviews and then have them transcribed later. Interview a sample of individuals in a region to community to measure their interest, awareness, and potential responsiveness to the gospel.

### E. Tips on where to find information for doing library research:

1. National and local libraries;
2. Government census bureaus, departments of statistics, urban or city councils, and city planning departments;
3. Public and private university libraries;
4. Health, education and social service agencies and organizations.

#### **IMPORTANT:**

*Make sure to record the date of data, the date it was published and the source.*

#### **IMPORTANT:**

*Always record the page numbers, sources, and summary statements of information or quotes taken from books*

#### **IMPORTANT:**

*Make sure to record the name of the person being interviewed, his or her title and position, and the date of the interview.*

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- F. Tips on what kinds of people to interview:
1. People who are qualified or have experience to speak on the subject you are studying.
  2. People who have a strong opinion or a unique perspective on the category of information you are studying.
- G. Tips on carrying out the survey:
1. Adapt the guidelines on pages 51 and 54 for conducting interviews in the areas of demographics, social welfare, cultural studies, economics, local religions and politics.
    - a. Teams of two are not essential here.
    - b. Set daily goals.
    - c. Be careful to avoid political or religious arguments. Remember, you are interviewing people to understand their opinion about society and the issues that have bearing on the growth of the Church.
    - d. Indicate the difference between factual information and opinions when you record the responses.
    - e. Ask for name of other people that should be interviewed.
  2. Conduct a sample survey of individuals from several neighborhoods and communities in the area you are studying. This will provide information that will help you determine the needs, attitudes, and potential responsiveness of the people.

Your questionnaire should be limited to five to ten true/false or multiple choice questions. A typical interview should last no more than ten minutes.

## 5. *The Ethnic and People Group Survey.*

### A. The Objectives:

1. To identify and locate every language and people group in each geographic area;
2. To determine how many people make up each group;
3. To describe the basic characteristics of each group (including religious background, social makeup and other cultural distinctives);
4. To determine the extent of their exposure and response to Christianity and measure their openness to the gospel message;
5. To discover the perceived health and social needs that the Church could help meet to demonstrate Jesus' love and power.

This information will allow you to identify every unique people group that needs to hear the gospel in its own language, culture and condition. You will also be able to determine characteristics about each group that will help you to develop methods to evangelize and plant churches among its people.

### B. The Surveys:

1. *The Preliminary Study (Phase 2).* This study involves making a list of all the known languages and people groups in the country, gathering statistics about their size, growth and distribution in the country, and determining the number and kinds of churches (if any) that exist among them and which ones are growing effectively.
2. *The In-depth Studies (Phase 3).* This study involves developing a detailed profile on each group (especially on the ones where the need for churches is greatest, based on the population to church ratio) and describing its characteristics to develop possible strategies and methods to use toward further saturation church planting among them.

*It is important to gather enough detailed information to tell both **who** the people are and how they can be reached with the gospel message.*

*- Robert Oehrig  
Kenya<sup>2</sup>*

- C. The steps involved in the study.
1. Make a list of all known languages spoken throughout the country. Classify them according to those which are indigenous to the country and those which represent expatriate or foreign residents. This can be done through library research and interviews with organizations involved in linguistic work.
  
  2. Make a list of all known people groups within the country and indicate the primary reasons why they are considered a unique people group.
  
  3. Locate the areas and communities in which each language and people group has a significant presence.
  
  4. Determine how many people speak each language or make up each people group in each community.
  
  5. Conduct an informal sample survey of several individuals from each group to determine their religious background and their basic cultural distinctives.
  
  6. Recruiting the Researchers:
    - a. The missionary community is a good resource for conducting research – especial those who are familiar with linguistic work or people group.
  
    - b. Local pastors and church members who are familiar with one or more specific language or people group are also a good resource.

- D. Developing the forms and charts to record the information you will gather through these surveys:

The area of people group research requires more explanation than we can include in this HANDBOOK. However, there are a number of other resources that we recommend to help you develop survey forms and questionnaires for use among specific people groups.

1. **That Everyone May Hear: A Workbook**, by Ed Dayton, published by MARC (Missions Advanced Research and Communication Center). This workbook will lead you through the steps of research and analysis to describe the people group and to help you determine what steps can be taken to reach the group.

2. **FOCUS! The Power of People Group Thinking**, by John Robb, also published by MARC. This booklet will guide you through understanding the characteristics that define a people group.

3. In addition to these resources, we recommend the “PEOPLE PROFILE” form developed by GMI (Global Mapping International, Inc.), now located in Colorado Springs, Colorado. This is an excellent, comprehensive form to summarize a large amount of information on people groups.

- E. Tips on carrying out the survey:

1. Adapt the guidelines on pages 51 and 54 for conducting interviews with Bible translators and other people involved with linguistic work, and for surveying individuals from the people group.

2. Spend time in the communities where the people group is located. Observe their behavior patterns. Try to identify their cultural values and other characteristics that help you understand the people group.

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## A DOZEN GUIDELINES FOR AN INTERVIEWER

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- 1) You must understand the need and intended use of the information you are gathering.
- 2) You must have a good reputation with the people and denominations you are going to interview.
- 3) You must maintain enthusiasm and not become discouraged by adverse circumstances (like when you sense hostility or rejection from the person you are interviewing.)
- 4) You must believe that you are doing something vital for the health and growth of the Church in the nation.
- 5) You must be genuinely concerned and interested in why each church or denomination is growing or not growing.
- 6) You must follow up on key points that are brought up in your interview. Do not allow the conversation to wander away from your main questions. Do not take too much time on each question.
- 7) You must be conscious of the time. Respect the fact that the person you are interviewing may have a time schedule to meet. If there is not enough time in the interview, try to arrange for another time when you can return.
- 8) You must be quick to determine if the person you are interviewing really has the answers to the questions you are asking. If this is not the right person, politely cut the interview short and try to find a person that does have the answers.
- 9) You must be sure to write out or explain carefully any brief notes that you made during the interview. This is best to do immediately after the interview so you do not forget important details.
- 10) You must be aware that you are representing an organization or committee. The person you are interviewing will be forming an opinion about the DAWN strategy based on what he or she observes in you.
- 11) You must be careful to take note of names of key persons, places or significance and important events in the history of each church or denomination.
- 12) You must give the person you are interviewing an opportunity to share his or her personal testimony (especially of how they came to Christ), as well as any problems, difficulties or struggles he or she is facing. These should be kept confidential. You should allow time to pray with the person you are interviewing at the close of the interview.

# **SAMPLE QUESTIONNAIRES AND FORMS**

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## **1. Sample Denominational Survey Questionnaire.**

Pages 64-67 contain a sample form to adapt and use for surveying a denomination or independent church. This sample is a modified version of a form developed in Guatemala. It provides a place to record basic high and medium priority information about the denomination. It is recommended that part of all of this form be used in all three phases of research for a DAWN project. It is best to use the first two pages in an initial interview. Then after analysis has been done of this data, the last two pages can be used in a second interview to help understand why the denomination grew the way it did. This form should be supplemented by a map of the country that indicates at least the first geo-political level subdivisions (such as departments, provinces, regions or states).

## **2. Sample Local Church Survey Form/Questionnaire.**

There are two sample forms to adapt and use for surveying a local church. The first one (page 68 ) is a modified version of the form used in the Philippines. The second one (page 69 ) was developed for use in Zimbabwe. They provide a place to record the high priority information from a local church. Although we recommend doing a local church survey in the third phase of research for a DAWN project, in some cases it has been necessary to do this in the second phase. These forms should be supplemented with a list or directory of local churches in the region being surveyed.

## **3. Sample Local Church Member Evangelism Survey.**

The form on page 70 is a sample to adapt and use for surveying members of a local church to understand what methods of evangelism were instrumental in leading them to Christ. This is a modified version of a form used in Canada. It provided a place to record information related to personal testimonies. This supplemental survey may be helpful in phases two or three of research for a DAWN project. Care should be taken to develop a representative sample of testimonies from several individuals from various churches and denominations.



# DENOMINATIONAL SURVEY QUESTIONNAIRE

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The purpose of this survey is to see what God is doing through his Church by describing the total picture of what is happening in all the denominations that have churches in this country. By carefully answering the questions below you will be a blessing to others. Thank you for your cooperation in this study.

## 1. GENERAL INFORMATION.

- A. NAME OF THE DENOMINATION: \_\_\_\_\_
- B. ADDRESS OF THE NATIONAL HEADQUARTERS: \_\_\_\_\_  
\_\_\_\_\_ TELEPHONE: \_\_\_\_\_
- C. NAME OF THE CHIEF EXECUTIVE OFFICER: \_\_\_\_\_
- D. TITLE: \_\_\_\_\_ TELEPHONE: \_\_\_\_\_

## 2. GENERAL HISTORY.

- A. In what year did the denomination start in this country? \_\_\_\_\_
- B. Where was it started? (location) \_\_\_\_\_
- C. How would you describe your denomination? (Please check or tick one option from the list)
- |                   |                    |                   |
|-------------------|--------------------|-------------------|
| _____ Mainline    | _____ Evangelical  | _____ Pentecostal |
| _____ Charismatic | _____ Orthodox     | _____ Catholic    |
| _____ Independent | _____ Other: _____ |                   |
- D. What affiliations do you have with other denominations in this country (such as membership in an Evangelical Fellowship or the national Council of Churches, etc?) \_\_\_\_\_  
\_\_\_\_\_
- E. On a separate sheet of paper, please list any significant historical events of the denomination.

## 3. ADMINISTRATIVE INFORMATION.

- A. For how long is the leader of the denomination appointed? \_\_\_\_\_
- B. When is the annual report prepared (what month)? \_\_\_\_\_
- C. Who is in charge of preparing the report? \_\_\_\_\_
- D. How is the denomination organized regionally and linguistically in the country? Please indicate the divisions on an adjoining map. \_\_\_\_\_

# DENOMINATIONAL SURVEY QUESTIONNAIRE

## 4. BASIC DATA OF THE DENOMINATION.

Please indicate how the denomination has grown during the last eleven years.

YEAR OF THE DATA	20__	20__	20__	20__	20__	20__	20__	20__	20__	20__
ACTIVE MEMBERS (*)										
CHURCH ATTENDANCE (*)										
SUNDAY SCHOOL (CHILDREN)										
SUNDAY SCHOOL (ADULTS)										
ORGANIZED CHURCHES (*)										
CONGREGATIONS (*) (**)										
NUMBER OF BIBLE STUDIES										
ATTENDANCE OF BIBLE STUDIES										
ORDAINED PASTORS (*)										
LAY PASTORS AND WORKERS (*)										
FOREIGN MISSIONARIES										
NATIONAL MISSIONARIES SENT										
ADULT BAPTISMS PER YEAR										
NEW CONVERTS PER YEAR										

(\*) Indicates data of highest priority. Please make every effort to supply this information even if the other data is not available.

(\*\*) Congregations may be unorganized churches, mission stations or preaching points.

## 5. DEFINITIONS AND STANDARDS OF THE DENOMINATION.

A. Indicate the requirements for church membership in the denomination:

- |  |  |
|--|--|
| <input type="checkbox"/> A minimum age (____)      | <input type="checkbox"/> Baptism                   |
| <input type="checkbox"/> Pass a time of testing    | <input type="checkbox"/> Complete a doctrine class |
| <input type="checkbox"/> Regular church attendance | <input type="checkbox"/> Other: _____              |

B. Indicate the requirements for an organized church in the denomination:

- |   |   |
|---|---|
| <input type="checkbox"/> Minimum No. of members (____)  | <input type="checkbox"/> Have a full-time pastor        |
| <input type="checkbox"/> Have a board of elders/deacons | <input type="checkbox"/> Pastor supported by the church |
| <input type="checkbox"/> Have its own building          | <input type="checkbox"/> Other: _____                   |

C. Indicate the requirements for an ordained pastor in the denomination:

- |   |  |
|---|--|
| <input type="checkbox"/> A public profession of faith | <input type="checkbox"/> Ministry experience     |
| <input type="checkbox"/> Completed biblical studies   | <input type="checkbox"/> Graduated from seminary |
| <input type="checkbox"/> Be married                   | <input type="checkbox"/> Other: _____            |

D. Indicate the percentage of each age group in your denomination:

- |   |                               |                                |
|---|-------------------------------|--------------------------------|
| <input type="checkbox"/> Adults         | <input type="checkbox"/> Men  | <input type="checkbox"/> Women |
| <input type="checkbox"/> Youth/Children | <input type="checkbox"/> Boys | <input type="checkbox"/> Girls |

# DENOMINATIONAL SURVEY QUESTIONNAIRE

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## 6. EVANGELISTIC METHODS, GROWTH PROGRAMS AND GOALS.

A. Does your denomination have a program or plan for growth? Yes / No \_\_\_\_\_

If "yes" please indicate the following:

1. Name of the program: \_\_\_\_\_
  2. The specific goal: \_\_\_\_\_
  3. To be completed by what date: \_\_\_\_\_
- The methods being used to evangelize: \_\_\_\_\_
- \_\_\_\_\_
- \_\_\_\_\_

B. Indicate (with an "X") the methods of evangelism used most often by the denomination:

Mass Evangelism	Personal Evangelism
<p>_____ Mass Crusades or Meetings</p> <p>_____ In public places</p> <p>_____ In local churches</p> <p>_____ In urban centers</p> <p>_____ In rural areas</p> <p>_____ Through Mass Media</p> <p>_____ Radio/Television</p> <p>_____ Films</p> <p>_____ Gospel Tracts</p> <p>_____ Through Other Activities</p> <p>_____ Sports</p> <p>_____ Theater</p> <p>_____ Others: _____</p>	<p>_____ Street Witnessing</p> <p>_____ Bus-stop preaching</p> <p>_____ Hospitality evangelism</p> <p>_____ Open Air evangelism</p> <p>_____ Testimony evangelism</p> <p>_____ Lay witness weekends</p> <p>_____ House to house evangelism</p> <p>_____ Through home Bible studies</p> <p>_____ In hospitals and prisons</p> <p>_____ Using gospel tracts</p> <p>_____ Professional services (such as medicine or counseling)</p> <p>_____ Others: _____</p>

C. In your opinion, which of these methods of evangelism is the most effective for your denomination? \_\_\_\_\_

D. Indicate among which group of people your churches engage in evangelism most frequently:

<p>_____ The general public</p> <p>_____ Children</p> <p>_____ Youth</p> <p>_____ The aged</p> <p>_____ The destitute</p> <p>_____ Among an ethnic group</p>	<p>_____ In schools</p> <p>_____ In colleges/universities</p> <p>_____ In urban communities</p> <p>_____ In rural communities</p> <p>_____ Among the cults</p> <p>_____ Other: _____</p>
--	--

E. Please describe how new churches are planted in your denomination:

\_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

# DENOMINATIONAL SURVEY QUESTIONNAIRE

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## 7. CHRISTIAN EDUCATION – LEADERSHIP TRAINING PROGRAM.

A. Which Christian Education programs are used by your churches?

- |  |  |
|--|--|
| <input type="checkbox"/> Sunday Schools      | <input type="checkbox"/> Vacation Bible School     |
| <input type="checkbox"/> Home Bible Studies  | <input type="checkbox"/> Correspondence Courses    |
| <input type="checkbox"/> Television Programs | <input type="checkbox"/> Radio Programs            |
| <input type="checkbox"/> Camping Programs    | <input type="checkbox"/> Child Evangelism Programs |
| <input type="checkbox"/> Parochial Schools   | <input type="checkbox"/> Others: _____             |

B. What kind of training is available within the denomination for Sunday School teachers and Christian Education workers?

- |  |   |
|--|---|
| <input type="checkbox"/> How to study the Bible  | <input type="checkbox"/> Principles of how to teach   |
| <input type="checkbox"/> How to evangelize       | <input type="checkbox"/> Basic doctrines of the faith |
| <input type="checkbox"/> How to use audiovisuals | <input type="checkbox"/> How to use teaching aids     |

C. What theological institutions does the denomination have?

	HOW MANY OF EACH TYPE	NUMBER OF STUDENTS LAST YEAR	NUMBER OF GRADUATES LAST YEAR
Bible Schools			
Bible Institutes			
Theological Seminaries			
Theological Education by Extension			
Informal Pastoral Training Modules			
Others: _____			

D. What kinds of ministers are being trained in these institutions?

- |                                      |   |
|--------------------------------------|---|
| <input type="checkbox"/> Pastors     | <input type="checkbox"/> Missionaries               |
| <input type="checkbox"/> Elders      | <input type="checkbox"/> Youth / Children Ministers |
| <input type="checkbox"/> Evangelists | <input type="checkbox"/> Church Planters            |
| <input type="checkbox"/> Teachers    | <input type="checkbox"/> Others: _____              |

## 8. SPECIAL QUESTIONS.

A. In what ways are the churches in your denomination ministering to the humanitarian needs of the community? \_\_\_\_\_

B. What percentage of the annual budget is dedicated to evangelism and church planting by denomination? \_\_\_\_\_

Name of the person interviewed: \_\_\_\_\_

Position in the denomination: \_\_\_\_\_ Date: \_\_\_\_/\_\_\_\_/\_\_\_\_

# LOCAL CHURCH SURVEY FORM

Name of church or organization: \_\_\_\_\_

What type of denomination does your church belong to? \_\_\_\_\_

Type of ministry (check one):     Church     Parachurch     School

Street number and address: \_\_\_\_\_

Mailing address (P.O. Box): \_\_\_\_\_

City, town, village: \_\_\_\_\_

Municipality : \_\_\_\_\_ Province: \_\_\_\_\_

Pastor's name: \_\_\_\_\_

Is the Pastor funded from outside the church?     Yes     No     Partially

Worship language: \_\_\_\_\_ Year of founding: \_\_\_\_\_

Type of meeting place:

- |   |                                       |
|---|---------------------------------------|
| <input type="checkbox"/> church: native materials | <input type="checkbox"/> home         |
| <input type="checkbox"/> church: wood             | <input type="checkbox"/> school       |
| <input type="checkbox"/> church: wood/concrete    | <input type="checkbox"/> office/store |
| <input type="checkbox"/> church: concrete/brick   | <input type="checkbox"/> other: _____ |

Average Sunday worship attendance: Adults: \_\_\_\_\_ Children: \_\_\_\_\_

Average Sunday School attendance: Total: \_\_\_\_\_

Are you planting a church in another neighborhood?     Yes     No    If yes,

Where, what language is used, how many attend, and when did it get started?

LOCATION	LANGUAGE	ATTENDANCE	BEGINNING YEAR

What are some of the needs of the people in your community?

\_\_\_\_\_

Please sketch the location of your church on the back. Show major roads and landmarks. Mark your location with a cross.

Are there other Protestant churches in your area? (Add to the attached list.)

RESPONSIVENESS SCALE: (Choose a number from 1 to 5)    Scale value: \_\_\_\_\_

- 5 - eager to accept the gospel, very open and responsive
- 4 - somewhat open, mildly responsive
- 3 - indifferent, not responsive but not opposed either
- 2 - somewhat closed, mildly opposed
- 1 - hostile towards Christians, firmly opposed

Date: \_\_\_\_\_ Interviewer: \_\_\_\_\_





# LOCAL CHURCH SURVEY QUESTIONNAIRE

---

The purpose of this survey is to help describe the total picture of life in all the churches of your area. Would you, therefore, carefully answer the questions below? Thank you for your cooperation in this study.

## 1. THE CHURCH.

- (a) Name of your church: \_\_\_\_\_  
(b) What denomination does your church belong to: \_\_\_\_\_  
(c) The postal address of your church: \_\_\_\_\_  
(d) Physical address of your church: \_\_\_\_\_

Please fill in the following categories:

Province: \_\_\_\_\_ Municipality: \_\_\_\_\_  
Urban Area: \_\_\_\_\_ Suburb: \_\_\_\_\_

- (e) Please give the date your church began (i.e. the date the church began to meet regularly for Sunday worship) \_\_\_\_\_  
(f) Church category:    ( ) Mainline           ( ) Evangelical       ( ) Charismatic  
                                  ( ) Pentecostal       ( ) Independent      ( ) Other

## 2. THE CHURCH LEADER.

- (a) Name of the church leader: \_\_\_\_\_  
(b) Is the leader an ordained pastor? (Yes / No) \_\_\_\_\_ Full-time / part-time \_\_\_\_\_

## 3. THE LANGUAGES USED.

- (a) What is the main language used in your area? \_\_\_\_\_  
(b) What is the main language used in the church services? \_\_\_\_\_

## 4. THE CHURCH MEETING PLACE.

Where does the church hold its meetings? (Please "tick" the space.)

- (a) \_\_\_\_\_ In its own building    (b) \_\_\_\_\_ In a rented structure  
(c) \_\_\_\_\_ In a home           (d) \_\_\_\_\_ In the open air

## 5. THE CHURCH RECORDS.

- (a) How many people actually attend your congregation on Sunday? \_\_\_\_\_  
(b) How many adults attend? \_\_\_\_\_ (c) How many are women? \_\_\_\_\_  
(d) How many youth attend? \_\_\_\_\_ (e) How many children? \_\_\_\_\_  
(f) What is the official membership of your congregation? \_\_\_\_\_  
(g) How many new congregations/preaching points has your church started? \_\_\_\_\_  
(h) What year was each congregation started? \_\_\_\_\_

Date: \_\_\_\_\_ Interviewer: \_\_\_\_\_



# LOCAL CHURCH MEMBER EVANGELISM SURVEY

---

The purpose of this survey is to examine how evangelism is taking place among the churches in this area. Please carefully answer the questions below. Thank you for your cooperation in this study.

1. Age:     under 20             20 – 29             30 – 39     40 – 49  
             50 – 59             60 – 69             over 70
  
2. Sex:  female                       male
  
3. How long have you been a member/adherent of this church?  
       less than one year                       11 – 20 years  
       1 – 2 years                                 21 – 30 years  
       3 – 5 years                                 more than 30 years  
       6 – 10 years
  
4. How long have you been a Christian? (*made a personal commitment to Christ*)  
       less than one year                       11 – 20 years  
       1 – 2 years                                 21 – 30 years  
       3 – 5 years                                 more than 30 years  
       6 – 10 years
  
5. At the time of your commitment to Christ, were you attending:  
       this church                       another church                       no church
  
6. Was this church instrumental in your making a commitment to Christ?  
       yes     no
  
7. What was the primary influence leading you to make a commitment to Christ?  
      (*mark only one answer*)  
       Christian upbringing                       church service (not a special event)  
       someone's personal witness             TV / radio broadcast  
       evangelistic rally / crusade             printed evangelistic literature  
       other: \_\_\_\_\_
  
8. Has your church adherence or membership always been the same denomination?  
       yes     no
  
9. What was your religious preference before making a commitment to Christ?  
       Alliance     Anglican             Baptist             Brethren  
       Catholic     Charismatic     Congregational     Episcopalian  
       Jewish       Lutheran         Mennonite         Methodist  
       Muslim      Orthodox         Pentecostal        Presbyterian  
       Reformed    Salvation Army    United             None  
       Other: \_\_\_\_\_

Name of Local Church: \_\_\_\_\_

Date: \_\_\_\_\_

# ANALYZING INFORMATION

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## 1. The Objectives.

- A. To summarize and organize the information into useful formats;
- B. To verify and measure the validity of the information gathered;
- C. To perform mathematical and statistical analysis of the information gathered;
- D. To prepare tables, graphs, maps and descriptions of the information; and
- E. To determine how and why the Church is growing or not growing and make growth projection.

When this analysis is completed and prepared into a report, you will see what the Lord of the Harvest has done, is doing and want to do through His Church in this country.

“Missiological Research is meant to correctly inform the people of God so as to bring vital information to bear on the task of world evangelization.”

-Roger Hedlund  
India<sup>1</sup>

## 2. Principles and Pitfalls.

The analysis of information is one of the most challenging steps in the research process. It requires careful, systematic and patient evaluation of the information gathered. The purpose is to determine what the information means and how the Church should respond to it.

Good analysis begins by earnestly seeking the truth. Pray for a clear mind, free of preconceived ideas and conclusions. Pray for increased faith as you come face to face with “giants” and challenges in the land.

- A. Questions to ask as you analyze the information:
  - 1. What discoveries are you making about the Harvest Force and the Harvest Field – information not known before?
  - 2. How does the Church need to change its thinking because of these discoveries?
  - 3. What new, practical and/or effective methods of evangelism and church-planting can the Church put to use based on these discoveries?

### Caution!

*Many times, accurate, up-to-date and reliable information is obscured by poor analysis.*

*Remember the nation of Israel. Only two of the twelve spies drew the right conclusion from the information.*

- B. Guidelines for analyzing information and drawing conclusions related to saturation church-planting. As you begin the analysis of the information, constantly refer back to indicators and standards you defined from pages 31-32. The following guidelines will also help you know what to look for in the information.

Guidelines

1. What information indicated that more congregations need to be established? What data indicated how many need to be planted?
  - a. **The population to church ratio** – the total population divided by the total number of churches in the country. In urban areas, a ratio of 1000:1 (one church for every 1,000 people) may be enough to provide ample opportunity for exposure and response to the gospel. In rural areas a ratio of 500:1 (one church for every 500 people) may be sufficient.
  - b. **The total church attendance** – the total number of people attending church regularly (at least three times a month). When less than 25 percent of the population is attending church, it may be an indication that there are not enough churches to provide ample opportunity for response to the gospel.
  - c. **The maximum church attendance capacity** – the total number of seats available in all the churches combined. When less than 25 percent of the total population could fit in the available seats, perhaps more churches are needed.
  - d. **The average size of churches** – the total church attendance divided by the total number of churches. When the average (mean) church membership or attendance is low, usually the number of churches needed will be greater.

**THINGS TO LOOK FOR  
IN THE ANALYSIS**



**The need for churches and the number of churches needed are indicated by:**

*A population to church ratio with more than 500-1000 people for every 1 church;*

*A small percentage of the total population attending church regularly;*

*The total population is much greater than the number of seats available in all churches;*

*The average number of people each church is able to minister to effectively.*

2. What information indicates in what geographic areas and among what people groups churches need to be planted?

- a. **The Church's circle of influence** – who is attending church and where they are coming from. Areas and people groups that are not represented in existing churches may need new churches planted among them.
- b. **Growing communities** – new housing developments or settlements and growing areas. New communities most likely have no churches at all. Growing communities may need more churches to keep up with the growing population.

3. What information indicates the methods of evangelism, church-planting and leadership training that are effective or reproducible?

- a. **Rapid balanced growth** – churches or denominations with rapid growth in members, churches and leaders. Growth that is above the national average and/or parallel growth in these three areas in a sign of effectiveness.
- b. **Personal testimonies** – reasons people give for what led them to accept Christ and attend a church. Testimonies tell how people heard the gospel, what they heard and what led them to respond.

4. What information indicates when a people group or region is responsive to the gospel?

- a. **Explosive growth** – when the church grows no matter what method it uses. A sign of a ripe Harvest Field is when the rate of church growth is above average and/or when the reasons people give for what led them to Christ cover a wide spectrum of evangelistic methods.
- b. **People movement** – whole communities or peoples turning to Christ. A people group turning to Christ in one community may indicate that the same group might turn to Christ in other communities also

**The targets or strategic locations for new churches may be indicated by:**

*Communities, people groups and socio-economic groups from which no one is attending church;*

*Places to which people are migrating; areas where the population is growing rapidly;*

**Effective methods of evangelism and church-planting may be indicated by:**

*Methods being used by rapidly growing denominations or churches;*

*Methods that many people say had an impact on them turning to Christ.*

**Ripe Harvest Fields and responsive groups may be indicated by:**

*A rapid rate of church growth among the people group;*

*A high percentage of the population or people group attending church regularly.*

C. Common pitfalls and errors to avoid in analyzing information and drawing conclusions.<sup>2</sup>

**EXAMPLES OF THINGS TO AVOID IN ANALYSIS**



1. **Premature end to data gathering** - discontinuing the data-gathering process before sufficient information has been gathered to gain a complete understanding of the Harvest Force and Harvest Field. Therefore, any analysis is also premature.

*Filling in missing data from a denomination with unreliable estimates instead of leaving blanks and seeking reliable information;*

2. **Erroneous information** – basing analysis on inaccurate, outdated or unreliable information about the Harvest Force or Harvest Field. When this happens, the analysis cannot be trusted.

*Making statements or conclusions based on opinions or inflated data. (Example: “This conclusion seems reasonable because it was suggested by a **very respected Church leader**”);*

3. **Selective observation** – over-looking information about denominations or churches that do not fit general patterns or conclusions that have already been made. Consequently, analysis is clouded by preconceived ideas.

*Justifying decisions to exclude certain data. (Example: “We cannot include the data from that denomination because everyone knows they keep poor records”);*

4. **Made-up information** – making up data or explanations to account for information that does not fit general patterns or conclusions. This causes you to miss keen insights and possible alternatives are left undiscovered.

*Giving negative labels to churches that do not fit a pattern. (Example: “The only way that denomination is growing is by ‘sheep stealing’”);*



5. **Overgeneralization** – making general conclusions about the whole Harvest Force or Harvest Field based on information that may be true about only a small sample. As a result, the analysis becomes misleading.

*Suggesting that a method will work everywhere just because it seemed to work in a few situations, for several denominations, in a particular region or among a certain people group;*

6. **Illogical reasoning** – reasons from growth or non-growth that are not logical or explanations of cause and effect relationships that are not really supported by the data. In this case, the analysis leads to confusion.

*Making erroneous deductions from the data. (Example: “Planting large churches in urban centers is **the only sensible method** because of the fact that everybody is moving to the cities”);*

7. **Ego involvement** – giving undue credit to the Harvest Force for good growth, or placing imbalanced blame on the Harvest Field for non-growth of the Church. This destroys the integrity of the analysis.

*Stating conclusions that justify pride or excuse poor stewardship and ineffective methods. (Example: “The Church is not growing because the **people are resistant** to the gospel.”);*

8. **Spiritualization** – giving supernatural reasons for the growth or non-growth of the Church. All growth must be attributed to the Lord working through His Church; many obstacles may be attributed to the Enemy. However, these reasons may prevent us from learning from our strengths and weaknesses.

*Denying the reality and role of human involvement in the outcome of a situation by attributing everything to God’ or Satan’s direct intervention. (Example: “It does not matter what method we use **because God said**, ‘My word will not return to me void’”).*

### 3. The Analysis Process.

#### A. Summarize and organize the information.

1. Make tables of the total history and of the last ten-years for each denomination and for all denominations combined. These data tables should include at least the high priority information.\*

*For example: church membership, attendance, number of congregations, and number of pastors and leaders.*

2. Review all the notes and questionnaires from the interviews. Make a list of all the similarities between denominations. Make another list of the differences or uniqueness of each denomination.

*Areas of similarity/ difference include: the background, doctrine, history, methods of evangelism and church planting, and status.*

3. Organize the list of denominations into groups based on basic characteristics they have in common. Make a list of the similarities and differences between these groups. ←

*For example, compare:*

*a) Mainline denominations with non-mainline;*

*b) Pentecostal denominations with non-Pentecostal;*

*c) denominations that began more than 25 years ago with those that began in the last 25 years; etc.*

4. Make tables of the total population, population of men, women, urban, rural and major ethnic groups by first and second geo-political level for the last two or three census years. \*

#### B. Verify the information. Not all the information you gathered will be reliable. Determine the degree of accuracy of information, especially data you gathered through library research.

1. In reviewing denominational data, look for noticeable errors and seek to correct and adjust these errors. Make sure to note what corrections or adjustments you made.

*For example: extraordinary leaps in growth either up or down indicate inconsistent methods of recording data.*

2. Denominations may only be able to give you estimates of their size and growth. In this case, ask several key people within the denomination how many members, attenders, churches and pastors they think there are. Compare their responses and determine which estimate is more reliable.

*For example: rounded numbers (200, 400, 600, etc.) are an indication of estimated data;*

3. Population statistics reported by the government may differ from those reported by other health and service agencies.

\* (See tables and graphs, pages 84-99)

E. Do mathematical analysis. Perform the following mathematical calculations to identify the growth trends of the Church: \*

1. The Annual Growth Rate (AGR) of members, attendance, churches and pastors for each year during the past decade;
2. The Average Annual Growth Rate (AAGR) of membership, attendance, churches and pastors for the whole decade and for each five year period within the decade;
3. The Average Members per Congregation (AMC) and/or the Average Attendance per Congregation (AAC) of each denomination;
4. The Congregation to Pastor Ratio (CPR) of each denomination and geographic area;
5. The Population to Congregation Ration (PCR) and the Populated Area to Congregation Ratio (PACR) at each geo-political level;
6. The Percentage Church Attendance (PCA) of each geo-political level;
7. Five and ten year Growth Projections of members, attendance and churches for the whole Church and for each denomination.

Perform these calculations for each denomination, groups of similar denominations, and the whole Church.

These calculations require combined information from the Harvest Force and the Harvest Field.

D. Make graphs to show the growth of the Church. \*

1. Make line graphs to trace the *actual growth* of members, attenders and churches over the past 10 years;
2. Make bar graphs of *growth rates*, including:
  - a. The *AGR* of members, attenders and churches in the past ten years;
  - b. The *AAGR* of members, attenders and churches for five and ten year periods.
3. Pie charts show *percentages*. Make pie charts of the *PCA* and other percentages of various geo-political levels;
4. Maps illustrate *percentages* and *ratios* geographically. Prepare maps of the *PCR*, *PACR*, *AMC*, *AAC*, and *CPR* by geographic region and ethno-linguistic group.

Prepare these graphs for each denomination, groups of similar denominations, and the whole Church.

These graphs require combined information from the Harvest Force and the Harvest Field.

\* (See Calculations, pages 80-82)

E. Draw conclusions from the information. The mathematical analysis and the tables, graphs and maps of the data visually illustrate *how* the Church grew. Now you must make all this information relate together in order to determine *why* the Church grew or did not grow.

1. Make observations about the trends of growth to identify patterns and variations.

a. Study the graphs you prepared. Identify noticeable jumps either up or down in both the actual growth and the rate of growth of the Church. Compare the actual growth and growth rates of various denominations. Determine whether the growth was poor, normal or above average.

b. Study the tables you prepared. Compare the number of conversions, baptism and new members. Determine if the growth seems to have come from transfer, biological or conversion growth.

2. Determine the factors of growth. A **“factor of growth”** answers the question, “Why did the Church grow or not grow?” It is an attitude, circumstance, condition, doctrine, event, method or person that appears to have had a bearing on the growth of the Church.

Prepare a timeline of major activities, conditions and events. Compare this with the graphs of growth. Look for:

a. Factors related to the influence of the Harvest Field on the growth of the Church (contextual factors);

*What events and conditions of the Harvest Field appear to have had a bearing on the growth of the Church?*

b. Factors related to the influence of the Harvest Force on the growth of the Church (institutional factors);

*What activities, events and conditions of the Harvest Force appear to have had a bearing on the growth of the Church?*

*“All thinking about the Church should be done against the graphs of growth, because when done without exact knowledge of how the Church has or has not grown, it is likely to find itself in error.”*

*Dr. Donald McGavran<sup>3</sup>*

*Make these observations on each denomination, groups of similar denominations, and the whole Church.*

*“A survey does not seek causes of growth in order to praise. Neither does it seek causes for non-growth in order to blame. The reasons for seeking causes in both cases is that further growth might be stimulated.”*

*Ebbie Smith<sup>4</sup>*

Determining these factors of growth requires comparing Harvest Field data with numeric data of the Harvest Force.

Determining these factors requires comparing descriptive data on the Harvest Force with numeric data of the Church.

3. Determine growth projections and set goals.

**Growth projections** and goals are statements of faith regarding the growth of the Church. They indicate what the Church purposes to do in the future based on its past growth and current potential. Goals present the task in a way that enables the Church to measure its progress and effectiveness. There are four guidelines for setting national goals:

a. Determine goals based on the past history and growth rate of the Church. This will ensure that goals are reasonable. Consider one of these three models for setting national goals:

- 1) Determine what the Church could accomplish if it increased its current growth rate by 3 to 5%;
- 2) Determine the total number of churches that need to be planted and how long it would take to plant them.
- 3) Have each denomination set its own goal. Add all these goals together to determine a national goal.

b. State goals in clear, specific terms. Indicate both the time frame and the measurement. Set goals for either:

- 1) The number of congregations or churches to be planted;
- 2) The total Church membership or Church attendance to be reached; or
- 3) A combination of these two.

c. Set goals in light of the unfinished task.

Determine the **“unchurched areas:”**

- 1) areas that have no church at all;
- 2) areas where the percentage of the population attending church is very low; and/or
- 3) areas that have the highest population per church ratio.

d. Set goals in light of the degree of responsiveness to the gospel. Determine that areas of **“greatest harvest”** where the Church is growing most rapidly

*“The facts of growth . . . can be of marked value to any Church which desires to know where, when and how to carry on its work so that maximum increase of soundly Christian churches will result.”*

*Dr. Donald McGavran*<sup>5</sup>



## 4. The Mathematical Calculations

- A. The *AGR* (Annual Growth Rate) tells how much the Church grew in one year over the previous year. It is useful to compare one with another and to identify significant years in the history of the Church. Follow these steps to determine the AGR. Your beginning and ending years must be one year apart. Round the answer off to one decimal point.

Example: A denomination had: 67 churches in 1990.

74 churches in 1991.

	<i>your display</i>
Step 1. 74 (churches in 1991)	74
Step 2. -	74
Step 3. 67 (churches in 1990)	67
Step 4. =	7
Step 5. ÷	7
Step 6. 67	67
Step 7. =	0.104477611
Step 8. x	0.104477611
Step 9. 100	100
Step 10. =	10.4% AGR

- B. The *AAGR* (Average Annual Growth Rate) tells the rate at which the Church or the population grew over several years. It is useful to determine how consistently the Church has grown and to highlight growth trends. The AAGR of the population is useful to determine growth trends such as birth rates and migration patterns.

You will need a calculator that has the  $x^y$  and the  $1/x$  or  $y^x$  and the  $1/y$  functions to do this calculation. Follow these steps to determine the AAGR. Round the answer off to two decimal points.<sup>6</sup>

Example: A denomination had: 125 churches in 1985.

200 churches in 1990.

	<i>your display</i>
Step 1. Clear the calculator	0
Step 2. 1990 – 1985 = (the number of years)	5
Step 3. Clear the calculator	0
Step 4. 200 (churches in 1990)	200
Step 5. ÷	200
Step 6. 125 (churches in 1985)	125
Step 7. =	1.6
Step 8. $y^x$	1.6
Step 9. 5 (number of years)	5
Step 10. $1/x$	0.2
Step 11. = (wait until the answer shows)	1.098560543
Step 12. x	1.098560543
Step 13. 100	100
Step 14. -	109.8560543
Step 15. 100	100
Step 16. =	9.87% AAGR

- C. The **AMC** (Average Members per Congregation) is the standard or most common number of members for a typical congregation. The **AAC** (Average Attendance per Congregation) is the standard or most common number of people that regularly attend a typical congregation. Follow these steps to determine the AMC or the AAC. For this calculation, you must have either the total active members of all congregations or the total attendance for all congregations; you also must have the total number of congregations. Round the answer off to zero decimal points.

Example: A denomination had: 120,250 active members.  
2,177 congregations.  
 $120,250 \div 2,177 = 55$  active members per congregation.

- D. The **CPR** (Congregation to Pastor Ratio) tells how many congregations each pastor would have to serve if no more pastors were trained. It is useful to indicate how effectively a church or denomination is training and reproducing leadership for its congregations. Follow these steps to determine the CPR. For this calculation, you must have the total number of congregations and the total number of pastors. Round the answer off to zero decimal points.

Example: A denomination had: 1,347 congregations.  
639 pastors.  
 $1,347 \div 639 = 2$  congregations per pastor.

- E. The **PCR** (Population to Congregation Ratio) tells how many people each congregation would have to serve if no more congregations were started. The **PACR** (Populated Area to Congregation Ratio) tells how many communities (usually of 50 or more people) each congregation would have to serve. These are useful to determine how many more congregations would be needed to have one for every 50 to 1,000 people. Follow these steps to determine the PCR or the PACR. For the PCR calculation, you need the total population of the geographic area you are studying and the total number of congregations in the same area. For the PACR, you need the total number of populated areas or localities of the geographic area and the total number of congregations in the same area. Round the answer off to zero decimal points.

Example: A Province had: 1,420,020 total population.  
630 congregations.  
 $1,420,020 \div 630 = 2,254$  people for every congregation.

- F. The **PCA** (Percentage Church Attendance) tells how many people are going to church on a regular basis. It is useful to indicate how well a community is responding to the gospel. Follow these steps to determine the PCA. For this calculation, you must have the total population and the total church attendance for the area you are studying. Round the answer off to one decimal point.

Example: A Municipality had: 940,000 total population.  
27,612 regular church attenders.  
 $27,612 \div 940,000 = 0.029374468$   
 $0.029374468 \times 100 = 2.9\%$  of the population attending church.







# SAMPLE TABLES AND GRAPHS FOR ANALYSIS

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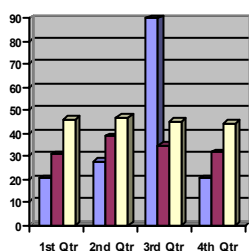
## 1. Explanation of Tables, Graphs and Maps.

Tables, graphs and maps are basically communication devices. They help accurately show what happened or how things are. They do not tell why things happened or how they happened. These visual aids are used to illustrate the relationship of two or more data variables. They help bring out the significance of certain information that otherwise might not be grasped.

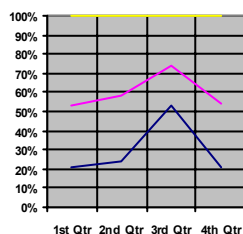
A. **Tables** are simply lists of data. They show the relationship one category of data has with others. In some cases, they serve to highlight significant data. In other cases, they are used to point out the degree of relationship between categories. Example:

Denomination:	Attendance:	Congregations:	Average Attendance per Congregation
Denomination 1	36,500	507	72
Denomination 2	23,430	244	96

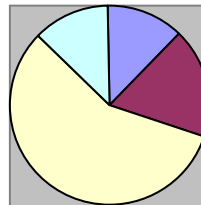
B. **Graphs** are visual pictures of numeric data. In some cases they show the relationship between numeric data and time (line and bar graphs). These types of graphs depict critical points in time in which the Church or population grew or did not grow. In other cases, they show the relative size of each part of a group or population (pie charts). Examples:



bar graph



line graph



pie chart

C.. **Maps** are visual pictures of geographic realities. They can show the relationship between geographic information and demographic or sociological data (Harvest Field data) and/or Church statistics (Harvest Force data). They are especially helpful to show the distribution of ethnic, social or religious groups, including the distribution of congregations or Christians in a geographic area.

D. Guidelines.

The pages that follow provide sample tables and graphs to use with the data you have gathered and analyzed. Follow the instructions carefully to fill in each form correctly. In the instructions, we distinguish between groups (like denominations, geographic regions or people groups) and categories of information (like members, attendance, churches, population, growth rates, etc.). Always write the name of the country and/or region and the date of the report on each table or graph. This is important in case the table or graph ever gets separated from the report. People will still be able to identify where it came from.

## 2. Sample Tables.

A. **Table 1** can be used to list the church attendance and/or active members and the number of churches (or congregations) for one of the following groups:

1. One denomination (example: The Baptist Convention);
2. A group of denominations (example: All Pentecostal denominations);
3. A geographic area (example: Matabeleland Province, Zimbabwe);
4. A people group (example: The Chorti of Guatemala).

Step 1. Fill in the box labeled “1.” with the name of the group whose data will be listed on this table.

Step 2. Fill in the years (in the left column) for the data to be listed. (Note: that data should be only one year apart.) If you plan to prepare a line graph and/or a bar graph of this data using the corresponding forms on pages 95 and 97, you must list at least 11 consecutive years of data.

Step 3. Fill in the actual data for attendance and/or active members and churches. “Churches” could be either the number of organized churches, the number of unorganized churches or the total of both of those combined. Make sure to indicate which one of these you are listing. If you are using this form for one denomination you could get the data from a denominational survey form like the one found on page 65.

Step 4. Calculate the *AGR* of each year for each category of data. Use the calculation explained on page 80. (Note: the first year of data listed on this table will not have an *AGR*.)

Step 5. Study the table. For each category of data, look for years when the *AGR* was significantly higher or lower than the other years. For each year, study the relationship between the growth in attendance or members and the growth in churches. For example: does the *AGR* of attendance increase when the *AGR* of churches increases?

Example Table 1:

1. The Baptists

Year	Attendance	AGR	Members	AGR	Churches	AGR
1980	50,000		602			
1981	52,800	5.6%	49,647	4.3%	633	5.2%
1982	55,704	5.5%	52,227	5.2%	676	6.8%
1983	58,935	5.8%	55,566	6.4%	730	8.1%
1984	64,416	9.3%	60,845	9.5%	807	10.6%
1985	68,409	6.2%	64,617	5.4%	870	7.9%

1. \_\_\_\_\_

Country: \_\_\_\_\_

**Table 1.**

Report Date: \_\_\_\_\_

Year	Attendance	Attendance AGR	Members	Attendance AGR	Churches	Churches AGR



B. **Table 2** can be used to list a beginning year and ending year (example 1980 and 1990, or 1978 and 1984, etc.) for two categories of data and the *AAGR* over this period of time for one of the following groups:

1. Several denominations (example: Baptist Convention, Assemblies of God, etc.);
2. Several groups of denominations (example: Mainline, Pentecostals, etc.);
3. Several geographic areas (example: all the provinces of the Philippines);
4. Several people groups (example: all the people groups of Ghana).

**Step 1.** Fill in the box labeled “1.” with the *type* of group whose data will be listed on this table. You can choose from one of the following:

1. Denomination
2. Denominational Group
3. Geographic Area
4. People Group

**Step 2.** Fill in the line labeled “2.” with the beginning and ending year of the data listed (example: 1980 to 1990). This is what we call the diagnostic period. Then write these same two years on the appropriate line for both categories.

**Step 3.** Fill in the line labeled “3.” with the name of the first category of data (example: 3. Active Members). Fill in the line labeled “4.” with the second category of data (example: 4. Churches).

**Step 4.** Fill in the group names and actual data of each category for each year. Note: the data for all the groups listed must be the same beginning and ending years. The following are some combined categories of data that are helpful to compare:

- |                               |                             |
|-------------------------------|-----------------------------|
| Attendance and Active Members | Active Members and Churches |
| Attendance and Churches       | Active Members and Pastors  |
| Population and Attendance     | Churches and Pastors        |

**Step 5.** Calculate the *AAGR* of each group for each category of data. Use the calculation explained on page 80.

**Step 6.** Study the table. For each category of data, look for groups where the *AAGR* was significantly higher or lower than the other groups. For each group, study the relationship between the growth in the first category and that of the second category. For example: does the *AAGR* of active members increase when the *AAGR* of churches increases?

Example Table 2:

Years: 2. 1980-1990	3. Active Members			4. Churches		
1. Denomination	Begin Year	End Year	AAGR	Begin Year	End Year	AAGR
	1980	1990		1980	1990	
Denomination 1	10,591	27,721	10.1%	158	364	8.7%
Denomination 2	17,862	32,905	6.3%	245	336	3.2%
Denomination 3	12,249	40,131	12.6%	178	599	12.9%
Denomination 4	7,862	19,843	9.7%	125	381	11.8%





Country: \_\_\_\_\_ Report Date: \_\_\_\_\_

**Table 2.**

<b>Years: 2.</b>	<b>3.</b>			<b>4.</b>		
	<b>Beginning Year</b>	<b>Ending Year</b>	<b>AAGR</b>	<b>Beginning Year</b>	<b>Ending Year</b>	<b>AAGR</b>
<b>1.</b> _____						



C. **Table 3** can be used to list the number of churches (or congregations), the actual church attendance, the average attendance per church and/or the number of pastors for one of the following groups:

1. Several denominations (example: Presbyterians, Foursquare, etc.)
2. Several groups of denominations (examples: Mainline, Evangelical, Independent churches, etc.);
3. Several geographic areas (example: all the districts of a province);
4. Several people groups (example: the people groups on the island of Luzon in the Philippines).

**Step 1.** Fill in the box labeled “1.” with the *type* of group whose data will be listed on this table. You can choose from one of the following:

1. Denomination
2. Denominational Group
3. Geographic Area
4. People Group

**Step 2.** Fill in the line labeled “2.” with the year of the data listed.

**Step 3.** Fill in the actual data of each category for each year.

**Step 4.** Calculate the *AAC* (Average Attendance per Church) for each group. Use the calculation explained on page 81.

**Step 5.** Study the table. For each group, compare the *AAC* and the number of pastors per congregation. Compare the data of each group with that of the others. Look for an *AAC* that was significantly higher or lower than the other groups.

Example Table 3:

Year: 2. 1985 1. Denomination	Number of Churches	Church Attendance	Average Attendance	Number of Pastors
Denomination 1	334	21,710	65	311
Denomination 2	54	8,100	150	78
Denomination 3	264	9,504	36	88
Denomination 4	6	300	50	2
Denomination 5	633	58,8000	83	254



**Table 3.**

Country: \_\_\_\_\_

Report Date: \_\_\_\_\_

Year: 2. _____ 1. _____	Number of Churches	Church Attendance	Average Attendance per Church	Number of Pastors



D. **Table 4** can be used to list the total population, number of populated areas (localities, communities, etc. ), number of churches, population to church ratio and populated area to church ratio for one of the following groups:

1. Geographic areas (example: all the provinces of a region);
2. People groups (example: all the people groups in New Zealand);

**Step 1.** Fill in the box labeled “1.” with the *type* of group whose data will be listed on this table. You can choose from one of the following:

1. Geographic Area
2. People Group

**Step 2.** Fill in the line labeled “2.” with the year of the data listed.

**Step 3.** Fill in the group names and the actual data of each category for each year.

**Step 4.** Calculate the *PCR* (population to church ratio) and the *PACR* (populated areas to church ratio) for each group. Use the calculation explained on page \_\_\_\_\_.

**Step 5.** Study the table. Compare the *PCR* with the *PACR* for each group. This is helpful to determine how many churches may be needed for each group or in each area. Compare the ratios of one group with those of the others. This is helpful to determine which groups or areas may be a higher priority for church planting.

Example Table 4:

Year	Population	Number of Populated Areas	Number of Churches	Population - to - Church Ratio	Populated Area - to - Church Ratio
1. People Group					
People Group 1	52,000	65	9	5,788:1	7:1
People Group 2	33,000	28	56	589:1	1:2
People Group 3	340,000	1,836	950	358:1	2:1
People Group 4	128,000	245	4	32,000:1	61:1

Year	Population	Number of Populated Areas	Number of Churches	Population - to - Church Ratio	Populated Area - to - Church Ratio
1. Districts					
District 1	10,000	27	1	10,000:1	27:1
District 2	13,500	51	35	386:1	1.5:1
District 3	150,690	24	260	580:1	1:9
District 4	5,600	63	3	1867:1	21:1





Country: \_\_\_\_\_

Report Date: \_\_\_\_\_

**Table 4.**

Year: 2. 1. _____	Population	Number of Populated Areas	Number of Churches	Population-to- Church Ratio	Populated Area-to-Church Ratio



- E. **Table 5** is a generic table. It can be used to list up to five categories of data from any kind of group. The following are some examples of categories for various groups that may be helpful to compare.
1. For each geographic region or people group, list the population total, men, women, urban and rural;
  2. For each geographic region or people group, list the population by age group (for example: ages 1 – 14; 15 – 24; 25 – 39; 40 – 64; and 65 or above);
  3. For each geographic region or people group, list the number of populated areas by their population size (for example: populated areas with 50 – 250 people; 251 – 500; 501 – 1,000; 1,000 – 5,000; 5,001 – 10,000; 10,001 – 50,000; etc.)
  4. For each geographic region or people group, list the number of populated areas by population size that have no church at all (using the same kind of scale listed in example #3 above);
  5. For each geographic region or people group, list the population, number of households, literacy rate, birth rate and death rate;
  6. For each denomination, list the AGR of members and/or attendance along with the number of baptisms and conversions per year;
  7. For each denomination, list the AGR of attendance, members, churches, pastors and missionaries;
  8. For each year of a denomination, list the same data of example #6 above;
  9. For each year of a denomination, list the same data of example #7 above.

**Step 1.** Fill in the box labeled “1.” with the *type* of group or the year of data to be listed on this table. You may want to choose one of the following:

- |                             |                                  |
|-----------------------------|----------------------------------|
| 1. One denomination         | 2. Several denominations         |
| 3. One denominational group | 4. Several denominational groups |
| 5. One geographic area      | 6. Several geographic areas      |
| 7. One people group         | 8. Several people groups         |

**Step 2.** Fill in the lines labeled “2” through “6” with the name of each category of data to be listed.

**Step 3.** Fill in the actual data of each category for each year or for each group.

**Step 4.** Do any necessary calculations in cases where the category of data is an average, percentage or ratio. Use the calculations explained on pages 80-82 if necessary.

**Step 5.** Study the table. Compare data of one category with another. Look for correlations between growth patterns or trends. Compare data of one group or year with the others. Look for groups or years whose data and growth differ significantly from the others.



**Table 5.**

Country: \_\_\_\_\_

Report Date: \_\_\_\_\_

1. _____	2. _____	3. _____	4. _____	5. _____	6. _____



### 3. Sample Graphs.

A. **Graph 1** is for making a line graph to plot the number of active members, church attenders, churches or pastors for either one denomination or a group of denominations.

**Step 1.** Fill in the box labeled “1.” with the *name* of the denomination or group of denominations whose data you will be plotting on this graph (example: The Evangelicals).

**Step 2.** Fill in the line labeled “2.” with the category of data you will be plotting on the graph (example: Active Members).

**Step 3.** Fill in the line labeled “3.” with the years of data. Notice there are five spaces between each dark line. If you are plotting the growth of a ten year period, there will be one year between each dark line. You will need eleven years of data for plotting the growth of ten years (see the example below). If you want to plot a 25 year period of growth, the space between every other dark line will represent 5 years.

**Step 4.** Fill in the line labeled “4.” with the actual data for each corresponding year. You can use the last eleven years of data on *Table 1*. In the example below, the data used was as follows:

1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990
10,345	11,570	12,210	12,865	13,789	14,945	16,567	18,532	18,128	19,249	20,468

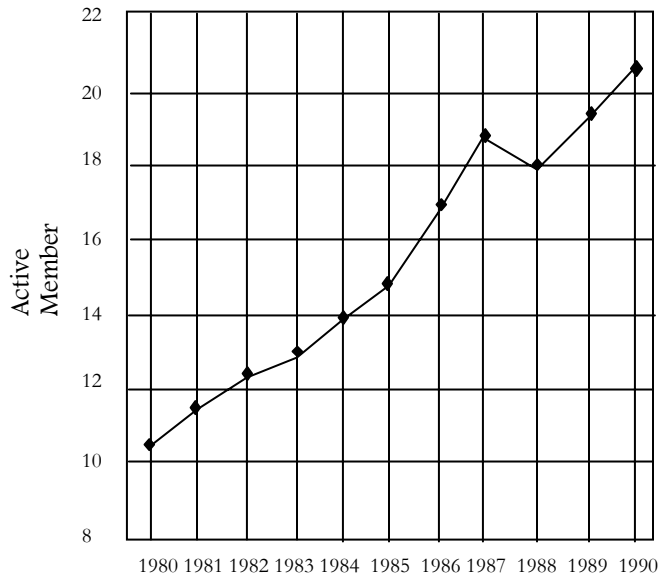
**Step 5.** Determine the numeric values for your vertical scale. The first number should be slightly lower than the lowest number of your data. The highest number of the scale should be slightly higher than the greatest number of your data. The interval between each dark line on the vertical scale should be exactly the same.

**Step 6.** Plot the points on the graph to correspond with the data. Then connect each point with a line.

**Step 7.** Calculate the *AAGR* for the whole period of time. Do the same for the first half and the last half of the period. Fill in these growth rates in the appropriate spaces at the bottom of the form.

**Step 8.** Study the graph. Take note of significant points where the growth was significantly greater or lesser than other years

Example Graph 1:



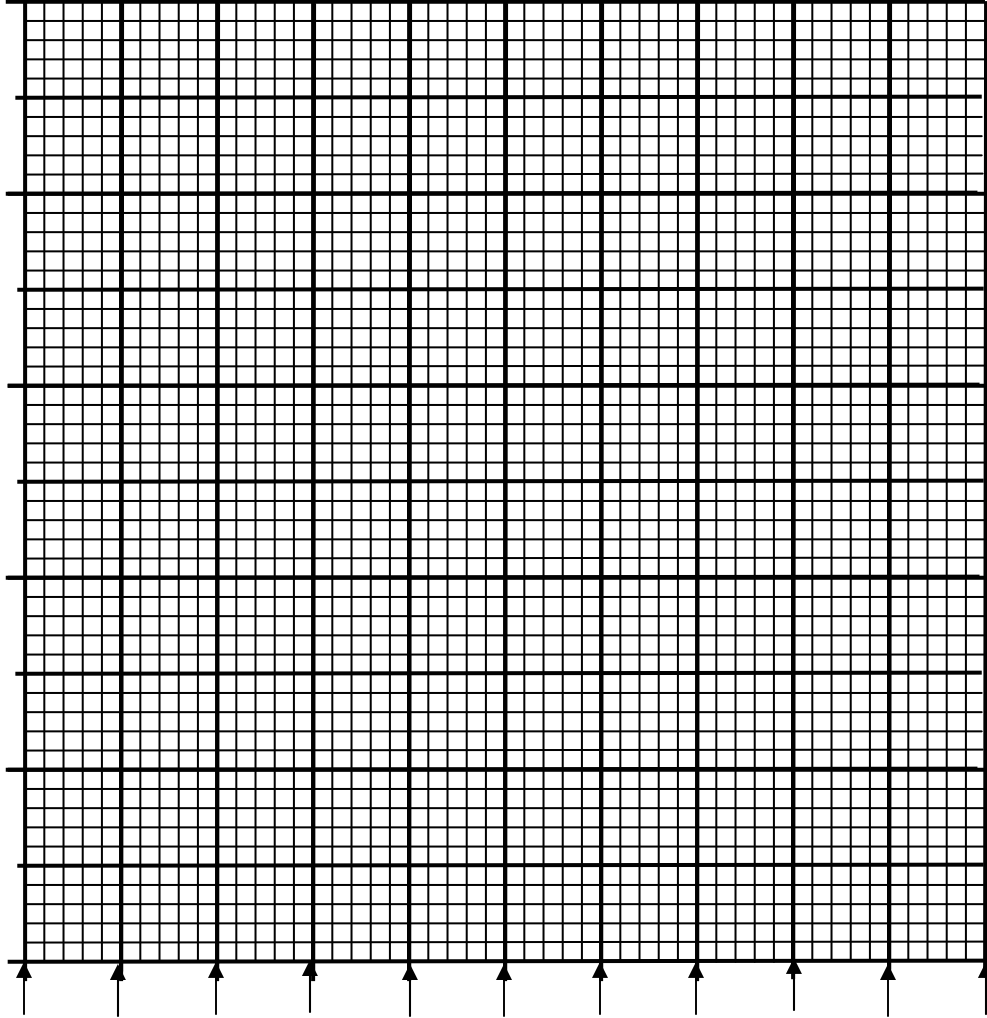




Graph 1.

1. \_\_\_\_\_

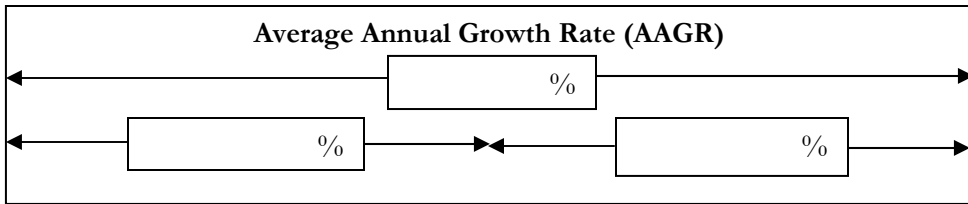
2. \_\_\_\_\_



3. Year													
---------	--	--	--	--	--	--	--	--	--	--	--	--	--

last year

4.													
----	--	--	--	--	--	--	--	--	--	--	--	--	--



Country \_\_\_\_\_ Report Date \_\_\_\_\_



B. **Graph 2** is for making bar graphs to plot the *AGR* of active members, church attenders, churches or pastors for either one denomination or a group of denominations.

**Step 1.** Fill in the box labeled “1.” with the *name* of the denomination or group of denominations whose data you will be plotting on this graph (example: The Pentecostals).

**Step 2.** Fill in the line labeled “2.” with the category of data you will be plotting on the graph (example: Active Members).

**Step 3.** Fill in the box labeled “3.” with the years of data. The space between each dark line normally represents one year. If you are plotting the growth of a ten year period of time, you will need ten consecutive annual growth rates.

**Step 4.** Fill in the line labeled “4.” with the annual growth rates for each corresponding year. You can use the annual growth rates of the last ten years on *Table 1*. In the example below, the growth rates used were as follows:

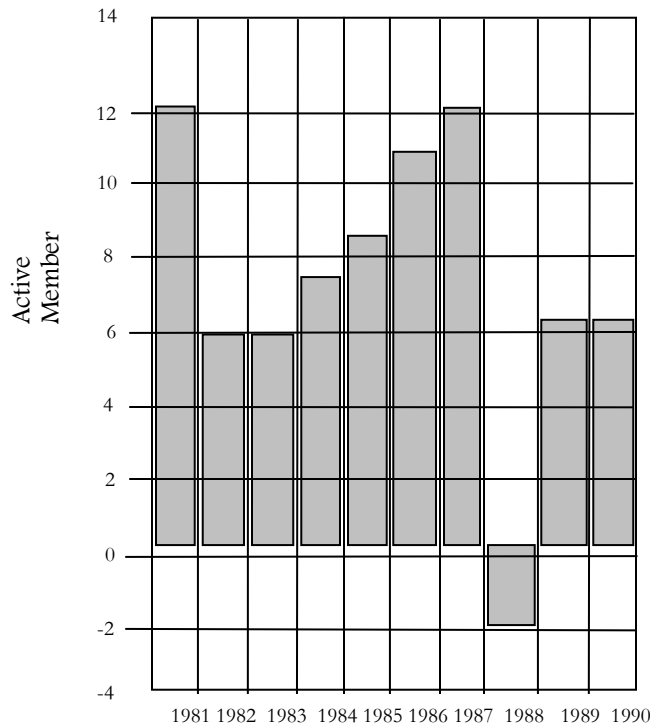
1981	1982	1983	1984	1985	1986	1987	1988	1989	1990
11.8%	5.5%	5.4%	7.2%	8.4%	10.9%	11.9%	-2.2%	6.2%	6.3%

**Step 5.** Determine the numeric values for your vertical scale. Always begin with the “0”. The lowest below the zero should be slightly lower than the lowest negative annual growth rate. The highest number of the scale above the zero should be slightly higher than the highest annual growth rate. The interval between each dark line on the vertical scale should be exactly the same.

**Step 6.** Plot the growth rates on the graph. Then fill in the areas from the center dark line (marked 0) to the point you marked on the graph.

**Step 7.** Study the graph. Take note of significant points where the growth was significantly greater or lesser than other years.

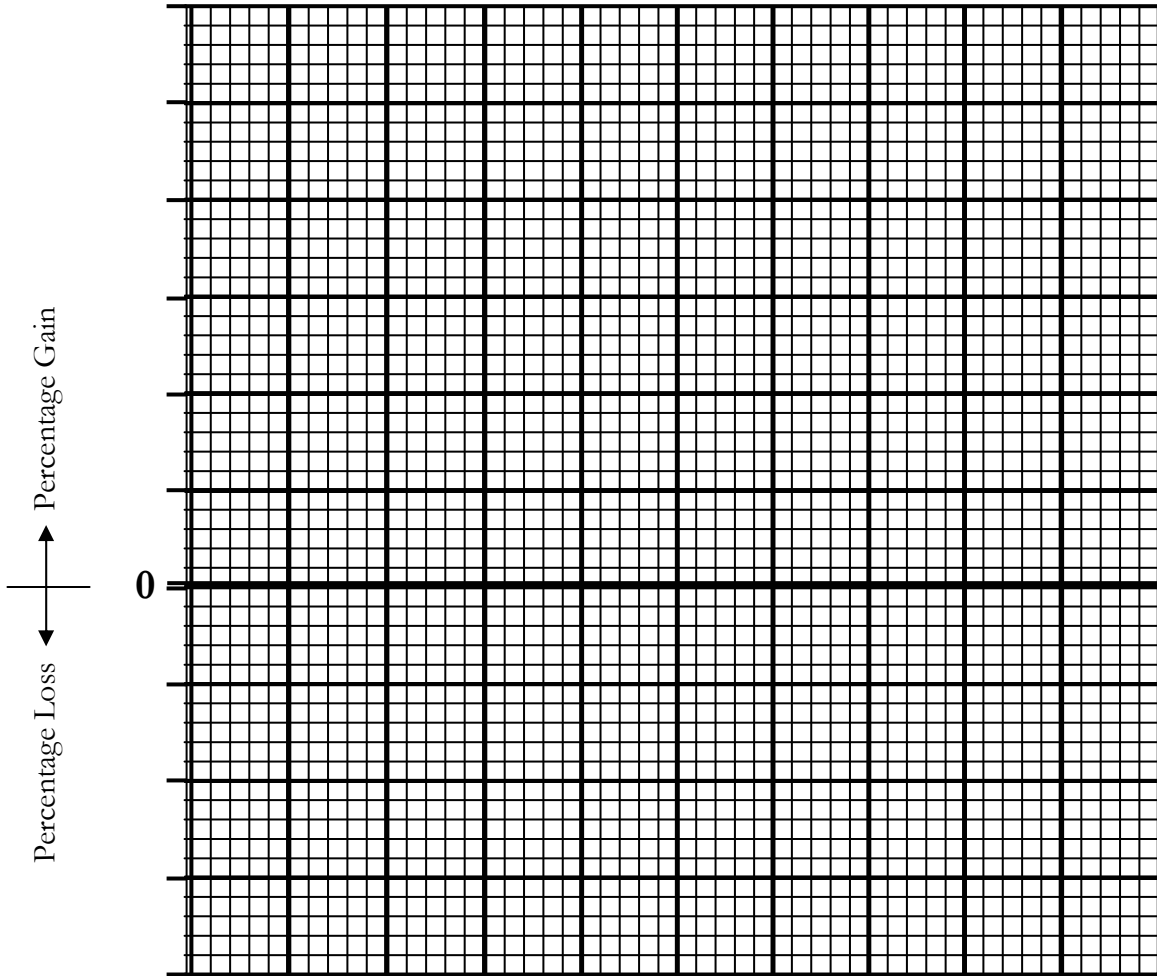
Example Graph 2:





Graph 2.

1. \_\_\_\_\_



3. Year										
---------	--	--	--	--	--	--	--	--	--	--

last year

4. AGR										
--------	--	--	--	--	--	--	--	--	--	--

2. \_\_\_\_\_

Country \_\_\_\_\_

Report Date \_\_\_\_\_



C. **Graph 3** is for making line graphs to plot growth projections of active members, church attenders, churches or pastors for either one denomination or group of denominations.

**Step 1.** Fill in the box labeled “1.” with the *name* of the denomination or group of denominations whose data you will be plotting on this graph (example: The Independent Churches).

**Step 2.** Fill in the line labeled “2.” with the category of data you will be plotting on the graph (example: Active Members).

**Step 3.** Fill in the line labeled “YEAR” with the years of data. On this graph, there is only a space for three years. The left half of the graph is for plotting the actual growth of the past. This can be for a period of five or ten years. The right half of the graph is for plotting the projected growth for the same amount of time. If you are projecting the growth of a five year period of time, you will put the beginning or earliest year in the first space and the ending or later year in the center space. The third space is for the corresponding projected year.

**Step 4.** Fill in the spaces below the years with the actual data for each corresponding year. In our example, the **AAGR** of the previous five years was 6.5%. We wanted to see how many active members we believe God might add to the Kingdom over the next five years if this were increased to an 8% **AAGR**. To determine the projected growth, we used the calculation on page 82.

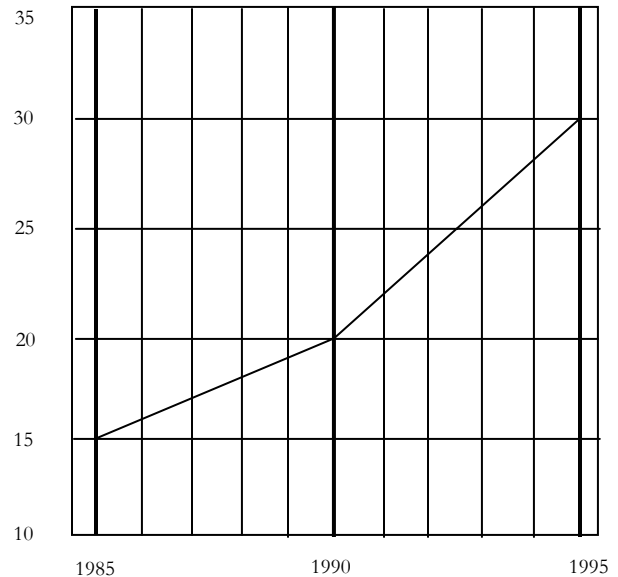
YEAR	1985	1990	1995
MEMBERS	14,945	20,468	30,074

**Step 5.** Determine the numeric values for your vertical scale. The first number should be slightly lower than the lowest number of your data. The highest number of the scale should be slightly higher than the greatest number of your data. The interval between each dark line on the vertical scale should be exactly the same.

**Step 6.** Plot the points on the graph to correspond with the data. Then connect each point with a line.

**Note.** Making a projection of faith or setting a goal should always be done with much care and consideration. Always begin with prayer. After making your projection, write down all the reasons you believe this growth projection is possible. Communicate this goal to other people who will share responsibility for trying to reach it.

Example Graph 3:







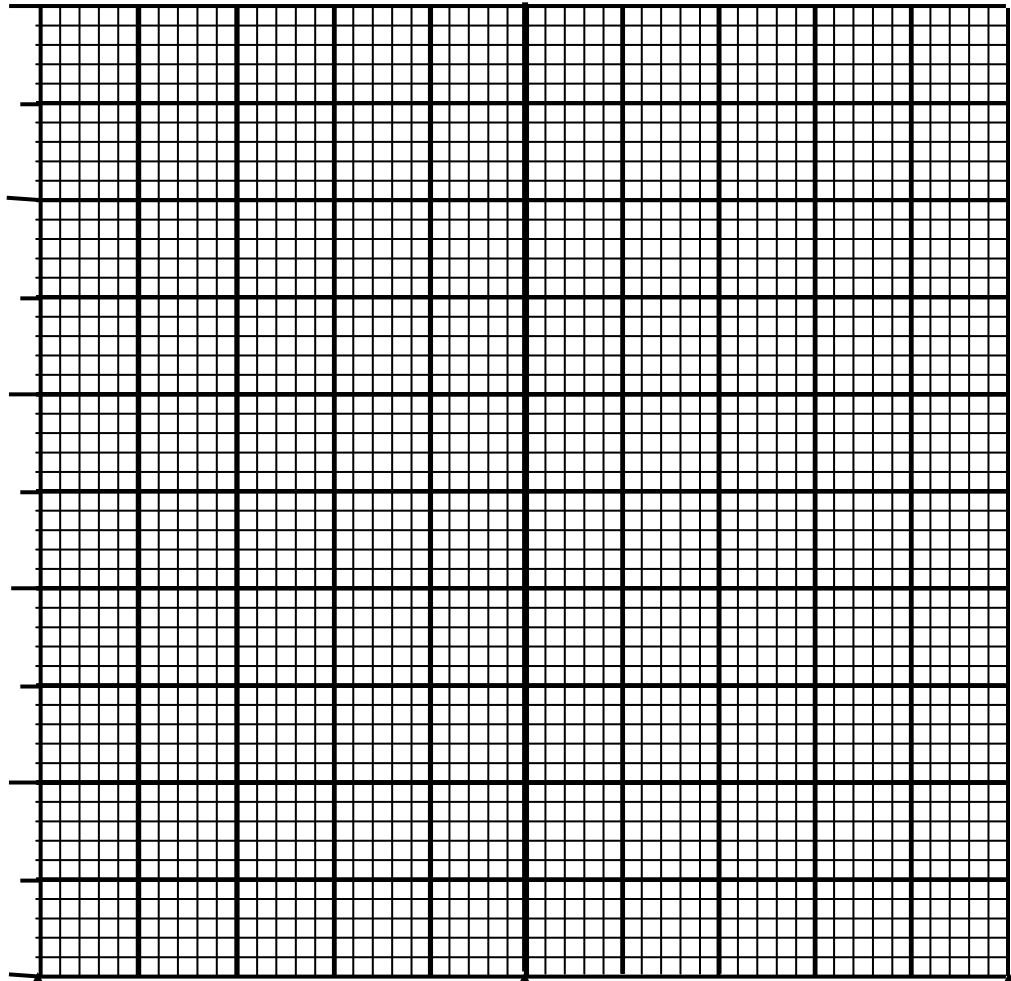
Graph 3.

1. \_\_\_\_\_

PAST (See Graph 1)

FUTURE

2. \_\_\_\_\_



YEAR	


← LAST YEAR


<b>PAST AAGR (See Graph 1)</b>	<b>PROJECTED AAGR</b>
← [ ] %	[ ] % →

Country \_\_\_\_\_

Report Date \_\_\_\_\_



## **4. Suggestions for Preparing Maps.**

Maps are one of the most powerful communication devices for illustrating information visually. A well prepared map requires careful planning. It may be necessary for you to seek the help of people who have had some experience in this area.

Consider developing one or more of the following maps with the information you have gathered on the country and the church. You will need a good quality map of the country or region where you plan to illustrate this information.

- A. Population Distribution. Prepare a map to show the distribution of the population for the first and/or second geographic levels in a country.
- B. Percentage Urban/Rural. Prepare a map that indicates the percentage of the population that is urban or rural for the first and/or second geographic levels.
- C. Distribution of Language or People Groups. Illustrate on a map where all the major people groups are located throughout the country.
- D. Number of Churches. Show the distribution of churches for the first two geographic levels of the country.
- E. Location of Churches. Show the actual location of churches for the second, third and/or fourth geographic levels.
- F. Population to Church Ratio. Indicate the population to church ratio for as many geographic levels as possible.
- G. Populated Area to Church Ratio. Indicate the populated area to church ratio for at least the first two geographic levels.
- H. Distribution/Location of Cities and Towns without any Church. Show as precisely as possible the locations or number of locations in each geographic area that have no churches at all.
- I. Percentage Church Attendance. Illustrate the percentage of the total population attending church regularly in each geographic area.
- J. Percentage Christian Community. Illustrate the percentage of each geographic area that is part of the Christian community.



# DEVELOPING A PROPHETIC MESSAGE

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## 1. The Objectives.

- A. To communicate to the Church an accurate, up-to-date and reliable assessment of the Harvest Force and the Harvest Field.
- B. To challenge the Church with a suggestion of a national goal and recommendations of how to go about accomplishing the goal;
- C. To direct the attention of the Church toward the unreached peoples and unchurched communities in the country;
- D. To present case studies of church-planting, evangelism and leadership training models and methods that the whole Church can learn from.

When these objectives are accomplished, the Church will be aware of specific and practical steps it can take for discipling the whole nation. The Church will also know where, among whom and how many congregations need to be established in a specific period of time.

## 2. The Reports and Message.

A. *The Initial Report (Phase 1)*. The initial report includes tables, charts and graphs of the growth of a few denominations and an initial assessment of the population to congregation ratio. It is presented in the initial rally to convince denominational leaders that saturating the country with churches is necessary and possible.

B. *The Prophetic Message (Phase 2)*. The prophetic message is a book or detailed report in which the facts and factors of the growth of the Church are represented. It includes descriptions, tables, charts, graphs and maps of all the denominations that were studied. It makes a definite proposal of a national goal with recommendations for its accomplishment. It is presented in the national congress.

C. *The Progress Reports (Phase 3)*. Periodic reports provide an update of the progress toward reaching the goal. They include descriptions of people groups and areas that still need new congregations. They also contain explanations of

effective models and methods for church planting, evangelism and leadership training.

*“The prophetic message essentially communicates the vision of how fast the Church ought to be able to grow over the next five to ten years and what methodologies will be most productive in bringing about that growth.”*

*Jim Montgomery<sup>1</sup>*

### 3. Principles for Communicating the Prophetic Message.

There are four basic steps to follow to communicate the results of the research to the Church.

A. Determine who should communicate the information. The effectiveness of a national challenge depends in part on the person communicating the information. In most cases it is good to have a variety of people involved in communicating the results of the research. There are three categories of persons that have authority to speak and write based on their credibility.

1. National Church leaders who are well known and respected by a broad sector of the Church. Their credibility comes from their position of leadership in the national Church. Those who read the message will be moved to action to the degree they know and trust the person making the recommendations.

2. The researchers who gathered and analyzed the information. Their credibility is based on their first-hand knowledge of the Harvest Force and Harvest Field. Readers will accept the report of researchers to the degree that they believe researchers gathered information thoroughly and objectively.

3. Church leaders involved in successful ministries. For these leaders, credibility is gained by their effectiveness in church planting, evangelism, leadership training and/or intercession. People who read the report will benefit from the practical suggestions of leaders who know the challenges and have experience in overcoming them.

*“The very process of gathering data gives authority to those who would attempt to mobilize the Church for a nationwide project.”*

*- Jim Montgomery<sup>2</sup>*

B. Determine what needs to be communicated. A prophetic message answers the questions:

1. What is the true state of the Harvest Force and Harvest Field? This helps correct outdated beliefs the Church has about itself or the country, based on the facts of growth.

For example, research in Zaire revealed the country was not as reached as people thought. 60,000 towns and villages were without congregations.

2. What can the Church do about the situation it is facing? This enables the Church to recognize its potential for growth based on analysis of the facts and factors of growth. It is expressed in specific goals.

For example, El Salvador set three goals for the total Christian community

- A short-range goal – to be 30% by 1990;
- A medium-range goal – to be 50% by 1996;
- A long-range goal – to be 75% by AD2000.

3. What are the priorities of the Task? This tells what people groups and places have no church or are in need of more churches. It points out where the ripe Harvest Fields are.

For example, research in Ghana revealed:

- 15,000 unchurched towns and villages;
- 7 million nominal Christians;
- 5 million unreached northern and alien peoples in southern Ghana;
- 3 million unreached northern and alien peoples in northern Ghana; and
- 5 million adherents of Islam and Traditional religion.

4. How can the Church go about discipling the nation more effectively? The prophetic message presents basic models and methods of evangelism and church planting. It explains why and in what situations these methods are effective and what are their limitations.

For example, research in Guatemala indicated that Evangelistic Home Bible Studies were the method being used most effectively by nearly all denominations to start many new churches.

INFORMATION

MOTIVATION

DIRECTION

INSTRUCTION

C. Determine who needs to read or hear about your research and how you expect them to respond. The content, length and focus of a report is based in part on its intended audience.

1. The **Initial Report** in Phase 1 is usually directed to Church leaders. These people need information to make a decision about developing a national strategy.
2. The **Prophetic Message** in Phase 2 is directed to all Church leaders. They need information to set realistic goals.
3. The **Progress Reports** in Phase 3 are directed to the whole Church. Church leaders, pastors, church planters, evangelists and lay persons need information to fulfill their goals and carry out their ministries effectively.

D. Determine the best way to present the information. An effective report or message includes three kinds of communication. You need to determine the proper balance between these based on your audience and purpose.

1. Narrative presentation of the information. This is written explanation of the principles of discipling a whole nation and stories about the history of the Church. It includes conclusions about how and who the Church has grown and what goals it can reach.
2. Tables and charts of information. These are brief lists that summarize the actual information you gathered. They contain the facts about the growth of the Church. They are needed to give support for the conclusions you make about how and why the Church grew.
3. Graphs and maps of information. These are visual presentations for growth rates, ratios, percentages, and projections for growth. Visual aids give the reader a picture how the Church grew. They help illustrate the conclusions you have made about the growth of the Church. They also can be used to show where and how rapidly the Church has grown, where congregations need to be planted, and how fast the Church can grow.

*“Always bear in mind that the report must be written from the perspective of those who are responsible for implementing the recommendations.”*

*- James Engel*



## 4. A Model Outline for a Written Report.

In this HANDBOOK, we make a distinction between a *Report* and a *Message*. The report places emphasis on presenting the actual data and analysis. It is helpful for leaders to use in making decisions based on accurate information. An effective report of your research findings should include six basic sections.<sup>4</sup>

- A. The Summary. This is perhaps the most important section in the report. Your readers will decide whether to read the rest of the report based on what they find here. The summary is usually two to four pages. It tells the reader what the purpose of your survey was what you discovered and what the implications are for him.
- B. The Problem. This section is where you present your hypothesis and explain the situation the Church is facing. You will also indicate what your objectives were for doing the research.
- C. The Methods. Your reader needs to know how you did your research. In this section, you will describe in simple terms what information you were looking for, where you found it and what process you used to analyze it. This will help your readers determine how thoroughly you did your research and how objectively you made your conclusions.
- D. The Data and Analysis. In this section, you will present the tables and graphs of the actual information you gathered. Highlight the most important information. Show how the information led you to make certain conclusions.
- E. The Recommendations. This section indicates what the Church can do to respond to the situation. Suggest goals and growth projections based on the analysis. Propose specific actions the Church can take. Explain how the Church can go about reaching the goals in light of the effective methods you discovered.
- F. The Appendices. It is good to include in your report samples of the questionnaires you used to gather the information. Include also any other supportive information to give the reader any necessary background on how you did your research.

## 5. A Model Outline for a Prophetic Message.

The *Prophetic Message* places emphasis on calling the Church to action. It takes on the characteristics of a sermon. It is helpful for leaders to use in determining what must be done about the situation. The following outline is an example based on the prophetic messages written for Canada, Guatemala and the Philippines.

- A. The Challenge of Discipling a Whole Nation. This introductory chapter awakens the Church to the incredible need and/or awesome challenge of saturating the whole country with congregations.
- B. The Biblical Base of Discipling a Whole Nation. This chapter introduced the strategy based on the biblical mandate to make disciples of all nations.
- C. Spying out the Land – A Harvest Field Summary. Here is where you present the actual information you found on the country.
- D. The Land Yet to Conquer – What the Church Has Accomplished. Tell how rapidly and effectively the Church is growing.
- E. The Facts of Growth – What the Church Has Accomplished. Tell how rapidly and effectively the Church is growing.
- F. The Factors of Growth – Why the Church Has Grown. Answer the question. “Why did the Church grow or not grow?”
- G. Special Factors of Growth. Explain in greater detail any special or unique factors of growth.
- H. A Church for Every Person – Suggestion of a National Goal. Based on your analysis, propose a goal or growth projection.
- I. Models of Growth. Give denominational, parachurch and local church examples of successful programs and methods of growth.
- J. Recommendations for Denominations and other Christian organizations. Summarize your suggestions for growth.

*“What God is saying to [the Church] . . . is stated in principle in Scripture – that we become effective in making disciples so all have an opportunity to be saved – and in application in research – that we have the potential to grow at some particular rate if we would take this challenge as from Him.”*

*- Arnell Motz<sup>5</sup>*

# ENDNOTES

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# GLOSSARY

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**Church/church:** when capitalized, it refers to the national Church as a whole. When not capitalized, it refers to a specific local church.

**Congregation:** an organized or unorganized church.

**Congregations:** organized and unorganized churches combined.

**Demography/Demographic:** the systematic study of the size, composition and distribution of human populations. Demographics studies explain the effects of social conditions on the size and composition of the population.

**DAWN:** an acronym for Discipling A Whole Nation. The acronym was first suggested by Donald McGavran who applied it to the strategy and project in the Philippines that was based on the idea of multiplying local congregations until a city, region, people or country was filled with them.

**Ethnic Group:** a group defined by its religious, racial, national or cultural heritage.

**Fact of Growth:** the numerical status of the Church or the country. The information and data that tell the actual size and growth rate of the Church or country.

**Factor of Growth:** an attitude, circumstance, condition, doctrine, event, method or person that appears to have had a bearing on the growth of the Church. Something that has had a noticeable and measurable impact, either positively or negatively, on how the Church or a church grew or did not grow.

**Field Research:** the same as primary research. It refers to gathering information, either through an original survey, an interview, observation or any other information gathering process that involves collecting data that has not been gathered by someone else previously.

**Geography/Geographic:** for our purposed, it is the study of the distribution of human life on earth.

**Growth Projection:** for our purposed, it is synonymous with a goal. It is a statement of faith or a goal that indicates what you expect to accomplish, or what you believe is possible to accomplish toward completing the Great Commission in a specified period of time.

**Harvest Field:** the people or peoples, defined by their demographic, ethnic, geographic and/or social characteristics, that have yet to be exposed to the gospel and/or have yet to respond to the gospel.

**Harvest Force:** the Church, including all active members or attenders of all local congregations.

**Library Research:** the same as secondary research. It refers to gathering information from any written source.

**National Challenge:** the same as the prophetic message. It refers to calling the whole Church of a whole nation to the task of completing the Great Commission in that country within the current generation by saturating the whole country and all its peoples with churches.

**National Goal:** a goal set by the Church for evangelism and/or church planting.

**Organized Church:** a local congregation that has been recognized as a full fledged church. Formal recognition is usually made by a governing body such as a denomination or mission agency. In most cases, this usually refers to a place where Christians meet regularly for worship, fellowship, study of the Bible, and participation in the sacraments. Independent churches would be considered organized churches in most cases.

**Parachurch:** for our purposes, a Christian organization, other than a local church or denomination that exists to serve the Church in a specific area of ministry.

**People Group:** a significantly large group of people who perceive themselves to have a common affinity because of their shared language, religion, ethnicity, residence, occupation, class, caste, situation or combination of these things.

**Primary Research:** see *field research*.

**Prophetic Message:** the same as a national challenge. It is the end result of national-level research. It is based on the facts and factors of church growth that indicate what God has been and is going to build the Church in a nation. It sets forth an understanding of how God wants to build the Church in the years immediately ahead.

**Research Coordinator:** the person responsible for assisting the national Church in mobilizing and coordinating the various research phases and surveys presented in this HANDBOOK.

**Research Task Force:** the team of persons involved in completing the various tasks and surveys described in this HANDBOOK.

**Saturation Church Planting:** a strategy for discipling a whole nation that has as its goal having at least one congregation within easy access of every person in the country, or one congregation for 500 to 1,000 citizens in every village and neighborhood and for every class, kind and condition of man.

**Secondary Research:** see *library research*.

**The Task:** for our purposes, synonymous with *the Great Commission*. This has as its roots the commandment of our Lord recorded in Matthew 28:18-20 to “make disciples of all nations (peoples).”

**Unchurched Areas/Communities:** a group of people who have a common social or cultural background and live in a specific geographic areas that has no existing church or congregation where they are being brought into Christian fellowship.

**Unorganized Church:** a local congregation that has yet to be recognized as a full fledged church. Usually, formal recognition has yet to be made by a governing body such as a denomination or mission agency. In most cases, this refers to a place where Christians meet regularly for worship, fellowship, study of the Bible and/or participation in the sacraments. It usually does not refer to cell groups, home bible studies, mission stations, or preaching points.

**Unreached People:** a people group in which there is no congregation of believers.