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# What Makes People Tick?

Understanding of males and females is just one aspect of the broader subject of understanding people and why they are the way they are. As well as reading and teaching the Bible, ministers need to be able to read people. By understanding why a person thinks or does something, we can apply the Scriptures to the exact point of need for change. For example, exhortations about attending church might need to be re-directed to challenges about workaholicism which has caused their non-attendance.

## Exercise

Analyse what makes people tick...

## Aims

1. To develop a genuine curiosity about people
2. To learn to ask questions
3. To have in mind what you want to discover about people
4. To think through how people's background and personality affects their Christian life and ministry

## Trainers

- Teach Apprentice to ask questions, and help them to develop this skill. Every person will talk about at least one of these four topics: gardening, politics, sport, children.
- Your Apprentice needs to learn how to ask sensible questions about topics such as these, and to be interested in the response.
- Talk through particular people in your Apprentice's ministry as often as possible and work out what they know about them. Use the analysis sheet on the following page.
- Talk through some implications for how you minister to a person given what you know of them.
- Use above exercises as often as needed to see progress in understanding people.

## Resources

Making Friends and Making them Count, Em Griffin (IVP: 1987)

Understanding People, Larry Crabb (Zondervan: 1987)

## 'What Makes People Tick' Analysis Sheet

Area	Know	Don't Know	How to Find Out
Health – past and present			
Attitude to body shape and appearance generally			
Eating habits			
Anxieties			
Self-esteem			
Level of guilt			
Optimist or pessimist			
Education			
Reading interests			
Hobbies			
Sexual control and fulfillment			
Significant relationships			
Significant influences			
Family background			
Ethnicity			
Social Class			
Employment			
Defining Moments			
Ambitions			

## MTS Training Exercise 4.08

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Religious History			
How they make decisions			
Christian conversion			