

Evangelism – 04PT5200
RTS – Atlanta
Winter 2026
Dr. James Saxon
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Course Title: Evangelism and Soul-winning (04PT5200)

Class Schedule: Four days – 9:00-4:30pm – January 5-8 (Monday through Thursday)
Half day practicum – Thursday 1-4:30pm – local park

Purpose of the Course – To help students fulfill the mandate of II Tim 4:5 - “Do the work of an evangelist, (and) fulfill your ministry.”

Course Description – This Evangelism Training Course is designed to be a practical overview of the ministry of evangelism and soul winning. It is structured to cover the fundamental aspects of the biblical paradigm for evangelism as well as to equip and to train students to actively engage our culture for soul-winning purposes. The goal is to wrestle with how to authentically deliver a biblically sound faith to the current culture in the 21st century. The atmosphere will be one of highly interactive learning designed to develop in students a balance of knowledge (learning), understanding (equipping), and wisdom (engaging) in the fine art of soul winning.

Course Objectives:

- The overall goal of the class is to stir our zeal for evangelism, root it in the soil of biblical content, and ground it on the foundation of sound theology.
- To build confidence to overcome the natural fears inherent in doing evangelism.
- To de-mystify evangelism and make it practical and understandable.
- To learn insights, approaches, and practices in evangelism that are current and relevant to reaching lost people in today’s culture.
- To learn a comprehensive view of evangelism as a process, not as point action.

Topics to be Covered

The Biblical Basis for Evangelism - Introduction and Overview:

- God’s Heart for the Lost – OT
- God’s Heart for the Lost – NT
- God’s Commission to the Church
- God’s Sovereignty in Soul-Winning
- Man’s Responsibility in Soul-Winning

The Fine Points of Soul-Winning:

- The Identity of the Soul-winner
- Pitfalls in Soul-winning – The Apostolic Paradigm
- God’s Plan for Soul-winning
- Mastering Basic Skills – The Key to Building Confidence
- Winning a Soul – How it Usually Looks

The Evangelism Process:

- Understanding the Primary Target Group
- Finding the Open Door
- Effectively Presenting the Gospel
- Inviting a Person to Receive Christ
- Follow-up of New Believers
- Positioning Growing Believers to Press on to Maturity

Skill Development Workshops:

- How To Compose and Share One's Salvation Story
- Assessing One's Evangelism Style Preference
- How to Share the Gospel Through Proven and Effective Presentations
- Using Meaningful Questions to Open Evangelistic Conversations
- Critiquing the Apostles Model of Evangelism

Course Requirements:

- *Class attendance and interaction* – 35% of the final grade – this includes active participation in the field project on Thursday, January 8th. If you cannot make this date, please contact Dr. Saxon by email **BEFORE** signing up for this course.
- *Reading of Assigned Texts* - 30% of the final grade - see the list below – Each assigned reading requires a one-page single spaced report highlighting the main theses as well as key principles, insights, and practices gathered from the reading.
- *Final Exam* – 35% of the final grade – this must be completed in a timely manner

Required Reading:

- Packer, J.I. *Evangelism and the Sovereignty of God* (Downers Grove, IL: InterVarsity Press, 1961). *Report due by* – 1/9
- Saxon, James. *The Greatest Offer* (Franklin, TN: Carpenter's Son Publishing, 2025). **copies are available for purchase in class** - *Report due by* – 1/23
- Sjogren, Steve, Dave Ping and Doug Pollock. *Irresistible Evangelism* (Loveland, CO: Group Publishers, 2004). *Report due by* – 2/6
- Book of Acts – Read Devotionally - Journal entry of readings with a one sentence summary of the heartbeat of each chapter. *Report Due by* 2/20
- One selection from the Recommended Reading List – *Report due by* – 3/2

****Reports can be turned in before their due dates – the due dates are flexible.***

Recommended Reading:

(choose ONE of the following - *Report due by* – 3/2/26)

- Barna, George. *Evangelism That Works – How to Reach Changing Generations With The Unchanging Gospel* (Venture, CA: Regal, 1995).
- Benavides, Victor. *Breaking The Evangelism Code: Evangelism Today* (Bloomington IN: Crossbooks, A Division of LifeWay, 2011).
- Comfort, Ray. *Hell’s Best Kept Secret – Discover the Crucial Key Needed to Unlock the Unbeliever’s Heart* (New Kensington, PA: Whitaker House, n.d.).
- Covell, Jim & Karen and Victorya Michaels Rogers. *How to Talk About Jesus Without Freaking Out* (Sisters, OR: Multnomah Publishers, 2000).
- Douglas, J.D. e.d. *Let The Earth Hear His Voice* (Minneapolis, MN: World Wide Publications, 1975).
- Barna, George. *Evangelism That Works* (Ventura CA: Regal Books, 1995).
- Fay, William. *Share Jesus Without Fear* (Nashville, TN: Broadman & Holman Publishers, 1999).
- Giesler, David and Norman. *Conversational Evangelism (Eugene, Oregon: Harvest House Publishers, 2014).*
- Kuiper, R.B. *God-Centered Evangelism* (London, England: The Banner of Truth and Trust, 1961).
- Metzger, Will. *Tell The Truth – The Whole Gospel to the Whole Person by Whole People* (Downers Grove, IL: InterVarsity Press, 2002).
- Newman, Randy. *Unlikely Converts* (Grand Rapids, MI: Kregel Publications, 2019).
- Pollard, Nick. *Evangelism Made Slightly Less Difficult* (Downers Grove, IL: InterVarsity Press, 1997).
- Rainer, Thom S. *The Unchurched Next Door* (Grand Rapids, MI: Zondervan, 2003).
- Wagner, C. Peter e.d. with Win Arn and Elmer Towns. *Church Growth – State of the Art* (Wheaton, IL: Tyndale House Publishers, 1998).
- Webber, Robert E. *Ancient-Future Evangelism: Making Your Church a Faith-Forming Community* (Grand Rapids, MI: Baker Books, 2003).

Dr. Saxon is open to students recommending a substitute book for this assignment other than what is listed on this page. Substitutes must be approved by him.

READING REPORT GUIDELINES

Your Name
Course Title & Number
Professor
Date
Title of Book

Please limit your report to one typed, single-spaced page, and one paragraph per topic
(*Overview, Critique, Application*)

Complete Bibliographic Reference

Overview – Give a brief overview of the book, including its theme, perspective and approach.

Critique – Offer a brief critique of the book, including elements of strength and weakness.

Application – Offer some specific application to your own ministry – demonstrating the value and relevance of the material in this book.

Best Quote – Be sure to include the page number where the quote can be found.

Did you read the entire book though fully (not merely skimmed)? Yes ___ No ___ % Read (0-100)

Course Objectives Related to MDiv* Student Learning Outcomes

Course: Evangelism 04PT5200

Professor: Dr. James Saxon

Campus: Atlanta

Date: June 4-7, 2025

<u>MDiv* Student Learning Outcomes</u>		<u>Rubric</u>	<u>Mini-Justification</u>
<p><i>In order to measure the success of the MDiv curriculum, RTS has defined the following as the intended outcomes of the student learning process. Each course contributes to these overall outcomes. This rubric shows the contribution of this course to the MDiv outcomes.</i></p> <p><i>*As the MDiv is the core degree at RTS, the MDiv rubric will be used in this syllabus.</i></p>		<ul style="list-style-type: none"> ➤ Strong ➤ Moderate ➤ Minimal ➤ None 	
Articulation (oral & written)	Broadly understands and articulates knowledge, both oral and written, of essential biblical, theological, historical, and cultural/global information, including details, concepts, and frameworks. Also includes ability to preach and teach the meaning of Scripture to both heart and mind with clarity and enthusiasm.	Strong	Half Day Practicum and testimony Preparation.
Scripture	Significant knowledge of the original meaning of Scripture. Also, the concepts for and skill to research further into the original meaning of Scripture and to apply Scripture to a variety of modern circumstances. (Includes appropriate use of original languages and hermeneutics; and integrates theological, historical, and cultural/global perspectives.)	Strong	Essential doctrines such as the Ordo Salutis will be discussed in detail. The course covers biblical teaching throughout.
Reformed Theology	Significant knowledge of Reformed theology and practice, with emphasis on the Westminster Standards.	Strong	Overview of soul-winning process rooted in theology. Readings emphasize the Reformed perspective.
Sanctification	Demonstrates a love for the Triune God that aids the student's sanctification.	Moderate	Class discussion centering upon evangelism as being core to Christlikeness.
Desire for Worldview	Burning desire to conform all of life to the Word of God.	Moderate	Evangelism paradigm emphasizes worldview distinctions between saved and lost
Winsomely Reformed	Embraces a winsomely Reformed ethos. (Includes an appropriate ecumenical spirit with other Christians, especially Evangelicals; a concern to present the Gospel in a God-honoring manner to non-Christians; and a truth-in-love attitude in disagreements.)	Strong	Class discussion on winsome evangelism emphasizes the attitudes of love and humility
Pastoral Ministry	Ability to minister the Word of God to hearts and lives of both church and unchurched, to include preaching, teaching, leading in worship, leading, and shepherding the local congregation, aiding in spiritual maturity, concern for non-Xns.	Strong	Evangelism involves lay training and equipping. The laity are to be challenged to actively demonstrate love for the lost

Zoom Policy

Your professor may allow you to Zoom into class or watch Zoom recordings for excused absences based on the professor's discretion and subject to the availability of equipment. Students should contact their professor well in advance of the class meeting. For a third absence the Registrar should be consulted. Your professor may require additional interactive assignments to offset the absence of classroom interaction. Sync or Remote Live courses have priority for the limited Zoom equipment.

Extension Policy

All assignments and exams are to be completed by the deadlines announced in this syllabus or in class.

Extensions for assignments and exams due within the normal duration of the course must be approved beforehand by the Professor. Extensions of two weeks or less beyond the date of the last deadline for the course must be approved beforehand by the Professor. A grade penalty may be assessed.

Extensions of greater than two weeks but not more than six weeks beyond the last deadline for the course may be granted in extenuating circumstances (i.e. illness, family emergency). For an extension of more than two weeks the student must request an Extension Request Form from the Registrar's Office. The request must be approved by the Professor and the Academic Dean. A grade penalty may be assessed. (RTS Catalog p. 46 and RTS Atlanta Student Handbook p. 18)

Any incompletes not cleared six weeks after the last published due date for course work will be converted to a failing grade. Professors may have the failing grade changed to a passing grade by request. (RTS Catalog p. 49)

Teacher/Professor – This course will be led by Dr. James Saxon, an ordained PCA minister since 1979, who has actively served in the pastorate for the last 44 years. He was converted to Christ at the age of twenty while a student at the University of Alabama. His conversion was so dramatic that he decided against going into the business world with his Marketing Degree and instead began pursuing his call to pastoral ministry by enrolling in RTS Jackson in the summer of 1975. After serving as a youth director for one summer and taking a year internship at the well-known Spanish River Presbyterian Church in Boca Raton, Florida, he discerned God's calling to go into church planting. He founded and pastored the Tampa Bay Presbyterian Church, in Tampa, Florida for 20 years and had oversight of the founding of one daughter church, Redeemer Presbyterian Church in Brandon, Florida. He joined the staff of the fast-growing, outreach-minded Church of The Apostles in Atlanta in the fall of 2000. Since coming to Apostles, he has served in a variety of staff roles but has served primarily as the Director of Evangelism and Outreach since 2005.

In addition to being a successful church-planter, James spearheaded the founding of the Southwest Florida Presbytery in the early 1990's and then led the effort to host the 2000 General Assembly in Tampa by that presbytery. He graduated from the RTS Doctorate of Ministry program in the spring of 2005, completing his dissertation entitled, "Empowering the Local Church through Mentoring" which featured a practicum that field-tested mentoring seminary students as a part of their theological education.

He was formerly the supervisor of “The Christianity Examined Process” at Apostles, through which many lost people were converted. This outreach initiative is a cutting-edge evangelism/discipleship strategy that incorporates many current ideas and approaches that are successfully being utilized in soul-winning around the country. This strategy and much more will be covered in this course, which will be conducted in a hands-on, interactive atmosphere. Dr. Saxon has moved off the Apostles staff in the summer of 2025 and is now devoting himself to the leadership of the C128 Ministries which specializes in connecting people to God, coaching churches in evangelism and outreach, and his own private ‘Caring for Souls’ counseling practice.

*Since 2005, he has served as a guest lecturer at RTS Atlanta and has taught multiple courses. Though he is currently involved in outreach ministry, he is a pastor at heart and his life ministry verse is Colossians 1:28, “And we proclaim Him, admonishing every man and teaching every man with all wisdom, that we may present every man complete in Christ.” He has been married to his wife Cindy for 43 years and has two daughters, Natalie and Adrienne, one son-in-law, Chris, and two grandchildren, Harrison and Savannah. His wife Cindy is much better at personal evangelism than he is.