

The New Macedonia

A Revolutionary New Era in Mission Begins

Ralph D. Winter

Donald McGavran commented, "At the International Congress on World Evangelization, Dr. Ralph Winter proved beyond any reasonable doubt that in the world today [year 1974] 2,700,000,000 men and women cannot hear the gospel by 'near neighbor evangelism.' They can hear it only by E-2 and E-3 evangelists who cross cultural, linguistic and geographical barriers, patiently learn that other culture and language, across the decades preach the gospel by word and deed, and multiply reproductive and responsible Christian churches." McGavran added, "Nothing said at Lausanne had more meaning for the expansion of Christianity between now and the year 2000." The following article is the text of Winter's address, given at the July 1974 Lausanne Congress.



Ralph D. Winter is the General Director of the Frontier Mission Fellowship (FMF) in

Pasadena, CA. After serving ten years as a missionary among Mayan Indians in the highlands of Guatemala, he was called to be a Professor of Missions at the School of World Mission at Fuller Theological Seminary. Ten years later, he and his late wife, Roberta, founded the mission society called the Frontier Mission Fellowship. This in turn birthed the U.S. Center for World Mission and the William Carey International University, both of which serve those working at the frontiers of mission.

In recent years, a serious misunderstanding has crept into the thinking of many evangelicals. Curiously, it is based on a number of wonderful facts. The gospel has now gone to the ends of the earth. Christians have now fulfilled the Great Commission in at least a geographical sense. At this moment of history, we can acknowledge with great respect and pride those evangelists of every nation who have gone before us and whose sacrificial efforts and heroic accomplishments have made Christianity by far the world's largest and most widespread religion, with a Christian church on every continent and in practically every country. This is no hollow victory. Now more than at any time since Jesus walked the shores of Galilee, we know with complete confidence that the gospel is for all men, that it makes sense in any language and that it is not merely a religion of the Mediterranean or of the West.

This is all true. On the other hand, many Christians as a result have the impression that the job is now nearly done and that to finish it we need only to forge ahead in local evangelism on the part of the now worldwide church reaching out wherever it has already been planted. Many Christian organizations ranging widely from the World Council of Churches to many U.S. denominations, even some evangelical groups, have rushed to the conclusion that we may now abandon traditional missionary strategy and count on local Christians everywhere to finish the job.

This is why *evangelism* is the one great password to evangelical unity today. Not everyone can agree on foreign mission strategies, but more people than ever agree on evangelism because that seems to be the one obvious job that remains to be done. All right! There is nothing wrong with evangelism.

Most conversions must inevitably take place as the result of some Christian witnessing to a near neighbor and that is evangelism.

The awesome problem is the additional truth that most non-Christians in the world today are not culturally near neighbors of any Christians and that it will take a special kind of "cross-cultural" evangelism to reach them.

CROSS-CULTURAL EVANGELISM: THE CRUCIAL NEED

Examples of the Need

Let us approach this subject with some graphic illustrations. I am thinking, for example, of the hundreds of thousands of Christians in Pakistan. Almost all of them are people who have never been Muslims and do not have the kind of relationship with the Muslim community that encourages witnessing. Yet they live in a country that is 97 percent Muslim! The Muslims, on their part, have bad attitudes toward the stratum of society represented by the Christians. One group of Christians has boldly called itself *The Church of Pakistan*. Another group of Christians goes by the name *The Presbyterian Church of Pakistan*. While these are "national" churches in the sense that they are part of their countries, they can hardly be called national churches if this phrase implies that they are culturally related to that vast bloc of people who constitute the other 97 percent of the country, namely, the Muslims. Thus, although the Muslims are geographically near neighbors of these Christians they are not *cultural near-neighbors* and thus *normal evangelism* will not do the job.

Or take the Church of South India, a large church which has brought together the significant missionary efforts of many churches over the last century. But while it is called *The Church of South India*, 95 percent of its members come from only five out of the more than 100 social classes (castes) in South India. Ordinary evangelism on the part of existing Christians will readily persuade men and women of those same five social classes. However, it would be much more difficult—it is in fact *another kind of evangelism*—for this church to make great gains within the 95 other social classes which make up the vast bulk of the population.

Or take the great Batak church in Northern Sumatra. Here is one of the famous churches

of Indonesia. Its members have been doing a great deal of evangelism among fellow Bataks of whom there are still many thousands whom they can reach without learning a foreign language, and among whom they can work with the maximum efficiency of direct contact and understanding. But at the same time, the vast majority of all the people in Indonesia speak other languages and are of other ethnic units. For the Batak Christians of Northern Sumatra to win people to Christ from other parts of Indonesia will be a distinctly different kind of task. It is *another kind of evangelism*.

Or take the great church of Nagaland in Northeast India. Years ago, American missionaries from the plains of Assam reached up into the Naga Hills and won some of the Ao Nagas. Then these Ao Nagas won practically their whole tribe to Christ. Next thing, Ao Nagas won members of the nearby Santdam Naga tribe that spoke a sister language. These new Santdam Naga Christians then proceeded to win almost the whole of their tribe. This process went on until the majority of all 14 Naga tribes became Christian. Now that most of Nagaland is Christian—even the officials of the state government are Christian—there is the desire to witness elsewhere in India. But for these Nagaland Christians to win other people in India is as much a foreign mission task as it is for Englishmen, Koreans or Brazilians to evangelize in India. This is one reason why it is such a new and unprecedented task for the Nagas to evangelize the rest of India. Indian citizenship is one advantage the Naga Christians have as compared to people from other countries, but citizenship does not make it easier for them to learn any of the hundreds of totally foreign languages in the rest of India.

In other words, for Nagas to evangelize other peoples in India, they will need to employ a radically different kind of evangelism. The easiest kind of evangelism, when they used their own language to win their own people, is now mainly in the past. The second kind of evangelism was not a great deal more difficult—where they won people of neighboring Naga tribes, whose languages were sister languages. The third kind of evangelism, needed to win people in far-off parts of India, will be much more difficult.

Different Kinds of Evangelism

Let's give labels to these different kinds of evangelism. Where an Ao Naga won another Ao, let us call that *E-1 evangelism*. Where an Ao went across a tribal language boundary to a sister language and won the *Santdam*, we'll call it *E-2 evangelism*. (the E-2 task is not as easy and requires different techniques.) But then if an Ao Naga goes to another region of India, to a totally strange language, for example, Telegu, Korhu or Bhili, his task will be considerably more difficult than E-1 or even E-2 evangelism. We will call it *E-3 evangelism*.

Let us try out this terminology in another country. Take Taiwan. There, also, there are different kinds of people. The majority are Minnans, who were there before a flood of Mandarin-speaking people came across from the mainland. Then there is the huge bloc of Hakka-speaking people who came from the mainland much earlier. Up in the mountains, however, a few hundred thousand aboriginal peoples speak Malayo-Polynesian dialects entirely different from Chinese. Now if a Mainlander Chinese Christian wins others from the mainland, that's E-1 evangelism. If he wins a Minnan Taiwanese or a Hakka, that's E-2 evangelism. If he wins someone from the hill tribes, that's E-3 evangelism, and remember, E-3 is a much more complex task, performed at a greater *cultural distance*.

Thus far we have only referred to language differences, but for the purpose of defining evangelistic strategy, any kind of obstacle, any kind of communication barrier affecting evangelism is significant. In Japan for example, practically everybody speaks Japanese, and there aren't radically different dialects of Japanese comparable to the different dialects of Chinese. But there are social differences which make it very difficult for people from one group to win others of a different social class. In Japan, as in India, social differences often turn out to be more important in evangelism than language differences. Japanese Christians thus have not only an E-1 sphere of contact, but also E-2 spheres that are harder to reach. Missionaries going from Japan to other parts of the world to work with non-Japanese with totally different languages are doing an evangelistic task on the E-3 basis.

Lastly, let me give an example from my own experience. I speak English as a native language. For ten years, I lived and worked in Central America, for most of the time in Guatemala, where Spanish is the official language, but where a majority of the people speak some dialect of the Mayan family of aboriginal languages. I had two languages to learn. Spanish has a 60 percent overlap in vocabulary with English, so I had no trouble learning that language. Along with the learning of Spanish, I became familiar with the extension of European culture into the New World, and it was not particularly difficult to understand the lifeways of the kind of people who spoke Spanish. However, because Spanish was so easy by comparison, learning the Mayan language in our area was, I found, enormously more difficult. In our daily work, switching from English to Spanish to a Mayan language made me quite aware of the three different "cultural distances." When I spoke of Christ to a Peace Corpsman in English, I was doing E-1 evangelism. When I spoke to a Guatemalan in Spanish, it was E-2 evangelism. When I spoke to an Indian in the Mayan language, it was the much more difficult E-3 evangelism.

Now where I live in Southern California, most of my contacts are in the E-1 sphere, but if I evangelize among the million who speak Spanish, I must use E-2 evangelism. Were I to learn the Navajo language and speak of Christ to some of the 30,000 Navajo Indians who live in Los Angeles, I would be doing E-3 evangelism. Reaching Cantonese-speaking refugees from Hong Kong with the Good News of Christ would also be, for me, an E-3 task. Note, however, that what for me is E-3 could be only E-2 for someone else. American-born Chinese, who have significant exposure to the Cantonese-speaking subculture, would find Hong Kong refugees only an E-2 task.

Everyone who is here in this Congress has his own E-1 sphere in which he speaks his own language and builds on all the intuition which derives from his experience within his own culture. Then perhaps for almost all of us there is an E-2 sphere—groups of people who speak languages that are a little different, or who are involved in culture patterns sufficiently in contrast with our own as to make communication more difficult. Such people can be reached with

a little extra trouble and with sincere attempts, but it will take us out of our way to reach them. More important, they are people who, once converted, will not feel at home in the church which we attend. In fact, they may grow faster spiritually if they can find Christian fellowship among people of their own kind. More significant to evangelism, it is quite possible that with their own fellowship, they are more likely to win others of their own social grouping. Finally, each of us here in Lausanne has an E-3 sphere: Most languages and cultures of the world are totally strange to us; they are at the maximum cultural distance. If we attempt to evangelize at this E-3 distance, we have a long uphill climb in order to be able to make sense to anyone.

In summary, the master pattern of the expansion of the Christian movement is first for special E-2 and E-3 efforts to cross cultural barriers into new communities and to establish strong, ongoing, vigorously evangelizing denominations, and then for that national church to carry the work forward on the really high-powered E-1 level. We are thus forced to believe that until every tribe and tongue has a strong, powerfully evangelizing church in it, and thus, an E-1 witness within it, E-2 and E-3 efforts coming from outside are still essential and highly urgent.

CROSS-CULTURAL EVANGELISM: THE CRUCIAL NEED

At this point, let us ask what the Bible says about all this. Are these *cultural* differences something the Bible takes note of? Is this something which ought to occupy our time and attention? Is this matter of cultural distance something which is so important that it fits into a Congress like this? Let us turn to the Bible and see what it has to say.

Acts 1:8: An Emphasis on Cultural Distance

Let us go to that vital passage in the first chapter of Acts, so central to this whole Congress, where Jesus refers his disciples to the worldwide scope of God's concern—"in Jerusalem, in all Judea, and in Samaria and unto the uttermost part of the earth." If it were not for this passage (and all the other passages in the Bible which support it), we would not even be gathered here today. Without this

biblical mandate, there could not have been a Congress on World Evangelization. It is precisely this task—the task of discipling all the nations—which includes all of us and unifies all of us in a single, common endeavor. Notice, however, that Jesus does not merely include the whole world. He distinguishes between different parts of that world and does so according to the relative distance of those people from his hearers. On another occasion he simply said, "Go ye into all the world," but in this passage he has divided that task into significant components.

At first glance you might think that he is merely speaking geographically, but with more careful study, it seems clear that he is not talking merely about *geographical* distance, but about *cultural* distance. The clue is the appearance of the word *Samaria* in this sequence. Fortunately, we have special insight into what Jesus meant by *Samaria*, since the New Testament records in an extended passage the precise nature of the evangelistic problem Jews faced in trying to reach the Samaritans. I speak of the well-known story of Jesus and the woman at the well. Samaria was not far away in the geographical sense. Jesus had to pass there whenever he went from Galilee to Jerusalem. Yet when Jesus spoke to this Samaritan woman, it was immediately obvious that he faced a special cultural obstacle. While she was apparently close enough linguistically for him to be able to understand her speech, her very first reply focused on the significant difference between the Jews and the Samaritans—they worshipped in different places. Jesus did not deny this profound difference, but accepted it and transcended it by pointing out the human cultural limitations of both the Jewish and the Samaritan modes of worship. He spoke to her heart and bypassed the cultural differences.

Meanwhile, the disciples looking on were mystified and troubled. Even had they understood that God was interested in Samaritans, they probably would have had difficulty grappling with the cultural differences. Even if they had tried to do so, they might not have been sensitive enough to bypass certain differences and go directly to the heart of the matter—which was the heart of the woman.

Paul acted on the same principle when he sought to evangelize the Greeks, who were at

an even greater cultural distance. Just imagine how shocked some of the faithful Jewish Christians were when they heard rumors that Paul bypassed circumcision, one of the most important cultural differences to the Jews, even Christian Jews, and went to the heart of the matter. He was reported to them as saying, "Neither circumcision nor uncircumcision is worth anything in comparison to being in Christ, believing in him, being baptized in his name, being filled with his Spirit, belonging to his body."

At this point we must pause long enough to distinguish between cultural distance and *walls of prejudice*. There may have been high walls of prejudice involved where Jews encountered Samaritans, but it is obvious that the Greeks, who did not even worship the same God, were at a far greater *cultural distance* from the Jews than were the Samaritans, who were close cousins by comparison. It is curious to note that sometimes those who are closest to us are hardest to reach. For example, a Jewish Christian trying to evangelize would understand a Samaritan more easily than he would understand a Greek, but he would be more likely to be hated or detested by a Samaritan than by a Greek. In Belfast today, for example, the problem is not so much cultural distance as prejudice. Suppose a Protestant who has grown up in Belfast were to witness for Christ to a nominal Belfast Catholic and an East Indian. He would more easily understand his Catholic compatriot, but might face less prejudice from the East Indian. Generally speaking, then, cultural distance is more readily traversed than high walls of prejudice are climbed.

But, returning to our central passage, it is clear that Jesus is referring primarily neither to geography nor walls of prejudice when he lists *Judea, Samaria and the ends of the earth*. Had he been talking about prejudice, Samaria would have come last. He would have said, "in Judea, in all the world and *even in Samaria*." It seems likely he is taking into account cultural distance as the primary factor. Thus, as we today endeavor to fulfill Jesus' ancient command, we do well to be sensitive to *cultural distance*. His distinctions must underlie our strategic thinking about the evangelization of the whole world.

Evangelism in the Jerusalem and Judea sphere would seem to be what we have called

E-1 evangelism, where the only barrier his listeners had to cross in their proposed evangelistic efforts was the boundary between the Christian community and the world immediately outside, involving the same language and culture. This is "near neighbor" evangelism. Whoever we are, wherever we live in the world, we all have some near neighbors to whom we can witness without learning any foreign language or taking into account any special cultural differences. This is the kind of evangelism we usually talk about. This is the kind of evangelism most meetings on evangelism talk about. One of the great differences between this Congress and all previous congresses on evangelism is its determined stress on *crossing cultural frontiers where necessary* in order to evangelize the whole earth. The mandate of this Congress does not allow us to focus merely on Jerusalem and Judea.

The second sphere to which Jesus referred is that of the Samaritan. The Bible account shows that although it was relatively easy for Jesus and his disciples to make themselves understood to the Samaritans, the Jew and the Samaritan were divided from each other by a frontier consisting of dialectal distinctions and some other very significant cultural differences. This was *E-2 evangelism*, because it involved crossing a *second* frontier. First, it involved crossing the frontier we have referred to in describing E-1 evangelism, the frontier between the church and the world. Secondly, it involved crossing a frontier constituted by significant (but not monumental) differences of language and culture. Thus we call it *E-2 evangelism*.

E-3 evangelism, as we have used the phrase, involves even greater cultural distance. This is the kind of evangelism that is necessary in the third sphere of Jesus' statement, "to the uttermost part of the earth." The people needing to be reached in this third sphere live, work, talk and think in languages and cultural patterns utterly different from those native to the evangelist. The average Jewish Christian, for example, would have had no head start at all in dealing with people beyond Samaria. If reaching Samaritans seemed like crossing two frontiers (thus called E-2 evangelism), reaching totally different people must have seemed like crossing three, and it is reasonable to call such a task *E-3 evangelism*.

One Christian's Judea is Another Christian's Samaria

It is very important to understand the full significance of the distinctions Jesus is making. Since he was not talking about geographical, but cultural distance, the general value of what he said has striking strategic application today. Jesus did not mean that all down through history Samaria specifically would be an object of special attention. One Christian's Judea might be another Christian's Samaria. Take Paul, for example. Although he was basically a Jew, he no doubt found it much easier to traverse the cultural distance to the Greeks than did Peter, because unlike Peter, Paul was much better acquainted with the Greek world. Using the terminology we have employed, where an E-1 task is near, E-2 is close, and E-3 is far (in cultural, not geographical distance), we can say that reaching Greeks meant working at an E-2 distance for Paul; but for Peter it meant working at an E-3 distance. For Luke, who was himself a Greek, reaching Greeks was to work only at an E-1 distance. Thus, what was distant for Peter was near for Luke. And vice versa: reaching Jews would have been E-1 for Peter, but more likely E-3 for Luke. It may well be that God sent Paul rather than Peter to the Gentiles partially because Paul was closer culturally. By the same token, Paul, working among the Greeks at an E-2 distance, was handicapped by comparison with E-1 "nationals" like Luke, Titus and Epaphroditus; and, as a matter of evangelistic strategy, he wisely turned things over to "national" workers as soon as he possibly could. Paul himself, being a Jew, often began his work in a new city in the Jewish synagogue where he himself was on an E-1 basis and where, with the maximum power of E-1 communication, he was able to speak forcefully without any non-Jewish accent.

Let us straightforwardly concede right here that, all other things being equal, the national leader always has a communication advantage over the foreigner. When the evangelists went from the plains of Assam up into the Naga hills, it must have been very much harder for them to win Ao Nagas than it was for Ao Naga Christians to do so, once a start had been made. When

the first German missionaries preached to the Bataks, they must have had a far greater problem than when the faith, once planted, was transmitted from Batak to Batak. E-1 evangelism—where a person communicates to his own people—is obviously the most potent kind of evangelism. People need to hear the gospel in their own language. Can we believe God intends for them to hear it from people who speak without a trace of accent? The foreign missionary communicator may be good, but he is not good enough. If it is so important for Americans to have 30 translations of the New Testament to choose from, and

even a "Living Bible," which allows the Bible to speak in colloquial English, then why must many peoples around the world suffer along with a Bible that was translated for

them by a foreigner, and thus almost inevitably speaks to them in halting phrases?

This is why the easiest, most obvious surge forward in evangelism in the world today will come if Christian believers in every part of the world are moved to reach outside their churches and win their cultural near neighbors to Christ. They are better able to do that than any foreign missionary. It is a tragic perversion of Jesus' strategy if we continue to send missionaries to do the job that local Christians can do better. There is no excuse for a missionary in the pulpit when a national can do the job better. There is no excuse for a missionary to be doing evangelism on an E-3 basis, at an E-3 distance from people, when there are local Christians who are effectively winning the same people as part of their E-1 sphere.

In view of the profound truth that (other things being equal) E-1 evangelism is more powerful than E-2 or E-3 evangelism, it is easy to see how some people have erroneously concluded that E-3 evangelism is therefore out-of-date, due to the wonderful fact that there are now Christians throughout the whole world. It is with this perspective that major denominations in the U.S. have at some points acted on the premise that there is no more need for missionaries of the kind who leave home to go to a foreign country and struggle with a totally strange language and culture. Their premise is that "there are Christians over there already."

**There is no excuse for
a missionary in the pulpit when
a national can do the job better.**

With the drastic fall-off in the value of the U.S. dollar and the tragic shrinking of U.S. church budgets, some U.S. denominations have had to curtail their missionary activity to an unbelievable extent, and they have in part tried to console themselves by saying that it is time for the national church to take over. In our response to this situation, we must happily agree that wherever there are local Christians effectively evangelizing, there is nothing more potent than E-1 evangelism.

However, the truth about the superior power of E-1 evangelism must not obscure the obvious fact that E-1 evangelism is literally *impossible* where there are no witnesses within a given language or cultural group. Jesus, as a Jew, would not have had to witness directly to that Samaritan woman had there been a local Samaritan Christian who had already reached her. In the case of the Ethiopian eunuch, we can conjecture that it might have been better for an Ethiopian Christian than for Philip to do the witnessing, but there had to be an initial contact by a non-Ethiopian in order for the E-1 process to be set in motion. This kind of initial, multiplying work is the primary task of the missionary when he rightly understands his job. He must decrease and the national leader must increase. Hopefully Jesus' E-2 witness set in motion E-1 witnessing in that Samaritan town. Hopefully Philip's E-2 witness to the Ethiopian set in motion E-1 witnessing back in Ethiopia. If that Ethiopian was an Ethiopian Jew, the E-1 community back in Ethiopia might not have been very large, and might not have effectively reached the non-Jewish Ethiopians. As a matter of fact, scholars believe that the Ethiopian church today is the result of a much later missionary thrust that reached, by E-3 evangelism, clear through to the ethnic Ethiopians.

Thus, in the Bible, as in our earlier illustrations from modern mission history, we arrive at the same summary.

E-1 Powerful, but E-3 Essential

The master pattern of the expansion of the Christian movement is first for special E-2 and E-3 efforts to cross cultural barriers into new communities and to establish strong, on-going, vigorously evangelizing denominations, and then for that national church to carry the work forward on the really high-powered E-1 level. We are thus forced to believe that until

every tribe and tongue has a strong, powerfully evangelizing church in it, and thus an E-1 witness within it, E-2 and E-3 efforts coming from outside are still essential and highly urgent. From this perspective, how big is the remaining task?

CROSS-CULTURAL EVANGELISM: THE IMMENSITY OF THE TASK

Unfortunately, most Christians have only a very foggy idea of just how many peoples there are in the world among whom there is no E-1 witness. But fortunately, preparatory studies for this Congress have seriously raised this question: Are there any tribal tongues and linguistic units which have not yet been penetrated by the gospel? If so, where? How many? Who can reach them? Even these preliminary studies indicate that cross-cultural evangelism must still be the highest priority. Far from being a task that is now out-of-date, the shattering truth is that at least four out of five non-Christians in the world today are beyond the reach of any Christian's E-1 evangelism.

“People Blindness”

Why is this fact not more widely known? I'm afraid that all our exultation about the fact that every *country* of the world has been penetrated has allowed many to suppose that every *culture* has by now been penetrated. This misunderstanding is a malady so widespread that it deserves a special name. Let us call it “people blindness”—that is, blindness to the existence of separate *peoples* within *countries*—a blindness, I might add, which seems more prevalent in the U.S. and among U.S. missionaries than anywhere else. The Bible rightly translated could have made this plain to us. The “nations” to which Jesus often referred were mainly ethnic groups within the single political structure of the Roman government. The various nations represented on the day of Pentecost were for the most part not *countries* but *peoples*. In the Great Commission as it is found in Matthew, the phrase “make disciples of all *ethne* (peoples)” does not let us off the hook once we have a church in every country—God wants a strong church within every people!

“People blindness” is what prevents us from noticing the sub-groups within a country

which are significant to development of effective evangelistic strategy. Society will be seen as a complex mosaic, to use McGavran's phrase, once we recover from "people blindness." But until we all recover from this kind of blindness, we may confuse the legitimate desire for church or national unity with the illegitimate goal of uniformity. God apparently loves diversity of certain kinds. But in any case this diversity means evangelists have to work harder. The little ethnic and cultural pieces of the complex mosaic which is human society are the very subdivisions which isolate four out of five non-Christians in the world today from an E-1 contact by existing Christians. The immensity of the cross-cultural task is thus seen in the fact that in Africa and Asia alone, one calculation has it that there are 1,993 million people virtually without a witness. The immensity of the task, however, lies not only in its bigness.

Need for E-2 Evangelism in the United States

The problem is more serious than retranslating the Great Commission in such a way that the peoples, not the countries, become the targets for evangelism. The immensity of the task is further underscored by the far greater complexity of the E-2 and E-3 task. Are we in America, for example, prepared for the fact that most non-Christians yet to be won to Christ (even in our country) will not fit readily into the kinds of churches we now have? The bulk of American churches in the North are middle-class, and the blue-collar worker won't go near them. Evangelistic crusades may attract thousands to big auditoriums and win people in their homes through television, but a large proportion of the newly converted, unless already familiar with the church, may drift away simply because there is no church where they will feel at home. Present-day American Christians can wait forever in their cozy, middle-class pews for the world to come to Christ and join them. But unless they adopt E-2 methods and both *go out after these people and help them found their own churches*, evangelism in America will face, and is already facing, steadily diminishing returns. You may say that there are still plenty of people who don't go to church who are of the same

cultural background as those in church. This is true. But there are many, many more people of differing cultural backgrounds who, even if they were to become fervent Christians, would not feel comfortable in existing churches.

If the U.S.—where you can drive 3,000 miles and still speak the same language—is nevertheless a veritable cultural mosaic viewed evangelistically, then surely most other countries face similar problems. Even in the U.S., local radio stations employ more than 40 different languages. In addition to these language differences, there are many equally significant social and cultural differences. Language differences are by no means the highest barriers to communication.

The need, in E-2 evangelism, for whole new worshiping groups is underscored by the phenomenon of the Jesus People, who have founded hundreds of new congregations. The vast Jesus People Movement in the U.S. does not speak a different language so much as it involves a very different lifestyle and thus a different style of worship. Many American churches have attempted to employ the guitar music and many of the informal characteristics of the Jesus Movement, but there is a limit to which a single congregation can go with regard to speaking many languages and employing many lifestyles. Who knows what has happened to many of the "mods" and "rockers" who were won as a result of Billy Graham's London Crusades? On the one hand, the existing churches were understandably culturally distant from such people, and on the other hand, there may not have been adequate E-2 methods employed so as to form those converts into whole new congregations. It is this aspect of E-2 evangelism which makes the cross-cultural task immensely harder. Yet it is essential. Let us take one more well-known example.

When John Wesley evangelized the miners of England, the results were conserved in whole new worshiping congregations. There probably would never have been a Methodist movement had he not encouraged these lower-class people to meet in their own Christian gatherings, sing their own kind of songs and associate with their own kind of people. Furthermore, apart from this E-2 technique, such people would not have been able to win others and expand the Christian movement in this

new level of society at such an astonishing rate of speed. The results rocked and permanently changed England. It rocked the existing churches, too. Not very many people favored Wesley's contact with the miners. Fewer still agreed that miners should have separate churches!

A Clear Procedural Distinction

At this point we may do well to make a clear procedural distinction between E-1 and E-2 evangelism. We have observed that the E-2 sphere begins where the people you have reached are of sufficiently different backgrounds from those of people in existing churches that they need to form their own worshiping congregations in order best to win others of their own kind. John 4 tells us that "many Samaritans from that city believed in him (Jesus) because of the woman's testimony." Jesus evangelized the woman by working with great sensitivity as an E-2 witness; she turned around and reached others in her town by efficient E-1 communication. Suppose Jesus had told her she had to go and worship with the Jews. Even if she had obeyed him and gone to worship with the Jews, she would on that basis have been terribly handicapped in winning others in her city. Jesus may actually have avoided the issue of where to worship and with what distant Christians to associate. That would come up later. Thus the Samaritans who believed the woman's testimony then made the additional step of inviting a Jew to be with them for two days. He still did not try to make them into Jews. He knew he was working at an E-2 distance, and that the fruits could best be conserved (and additional people best be won) if they were allowed to build *their own fellowship of faith*.

A further distinction might be drawn between the kind of cultural differences Jesus was working with in Samaria and the kind of differences resulting from the so-called "generation gap." But it really does not matter, in evangelism, whether the distance is cultural, linguistic, or an age difference. No matter what the reason for the difference or the permanence of the difference, or the perceived rightness or the wrongness of the difference, the procedural dynamics of E-2 evangelism techniques are quite similar. The E-2 sphere begins whenever it is necessary to found a new congregation.

In the Philippines we hear of youth founding churches. In Singapore we know of 10 recently established youth break-away congregations. Hopefully, eventually, age-focused congregations will draw closer to existing churches, but as long as there is a generation gap of serious proportions, such specialized fellowships are able to win many more alienated youth by being allowed to function considerably on their own. It is a good place to begin.

Whatever we may decide about the kind of E-2 evangelism that allows people to meet separately who are different due to temporary *age differences*, the chief factors in the immensity of the cross-cultural task are the much more profound and possibly permanent *cultural differences*. Here, too, some will always say that true cross-cultural evangelism is going too far. At this point we must risk being misunderstood in order to be absolutely honest. All around the world, special evangelistic efforts continue to be made which often break across culture barriers. People from these other cultures are won, sometimes only one at a time, sometimes in small groups. The problem is not in winning them; it is in the cultural obstacles to proper follow-up. Existing churches may cooperate up to a point with evangelistic campaigns, but they do not contemplate allowing the evangelistic organizations to stay long enough to gather these people together in churches of their own. They mistakenly think that being joined to Christ ought to include joining existing churches. Yet if proper E-2 methods were employed, these few converts, who would merely be considered somewhat odd additions to existing congregations, *could* be infusions of new life into whole new pockets of society where the church does not now exist at all!

The Muslim and Hindu Spheres

Aside from the Chinese mainland sector, the two greatest spheres in which there is a tragic paucity of effective cross-cultural evangelism are the Muslim and the Hindu. Our concluding words will center in these two groups, which, in aggregate, number well over one billion people.

As we have earlier mentioned, a converted Muslim will not feel welcome in the usual Presbyterian Church in Pakistan. Centuries-old suspicions on both sides of the Muslim-Hindu fence make it almost impossible for Muslims,

even converted Muslims, to be welcomed into the churches of former Hindu peoples. The present Christians of Pakistan (almost all formerly Hindu) have not been at all successful in integrating converted Muslims into their congregations. Furthermore, it is not likely even to occur to them that Muslims can be converted and form their own separate congregations. The enormous tragedy is that this kind of impasse postpones serious evangelism along E-2 lines wherever in the world there are any of the 664 million Muslims. Far to the east of Mecca, in certain parts of Indonesia, enough Muslims have become Christians that they have not been forced one by one to join Christian congregations of another culture. Far to the west of Mecca, in the middle of Africa on some of the islands of Lake Chad, we have reports that a few former Muslims, now Christians, still pray to Christ five times a day and worship in Christian churches on Friday, the Muslim day of worship. These two isolated examples suggest that Muslims can become Christians without necessarily undergoing serious and arbitrary cultural dislocation. There may be a wide, new, open door to the Muslims if we will be as cross-culturally alert as Paul was, who did not require the Greeks to become Jews in order to become acceptable to God.

Vast *new* realms of opportunity may exist in India, too, where local prejudice in many cases may forestall effective “near-neighbor” evangelism. Indians coming from a greater distance might by E-2 or E-3 methods be able to escape the local stigmas and establish churches within the 100 or so social classes as yet untouched. It is folly for evangelists to ignore such factors of prejudices, and their existence greatly increases the immensity of our task. Prejudice of this kind adds to cultural distance such obstacles that E-2 evangelism, where prejudice is deep, is often more difficult than E-3 evangelism. In other words, scholarly, well-educated Christians from Nagaland or Kerala might possibly be more successful in reaching middle-class Hindus in South India with the gospel than Christians from humble classes who have grown up in that area and speak the same language, but are stigmatized in local relationships. But who dares to point

this out? It is ironic that national Christians all over the non-Western world are increasingly aware that they do not need to be Westernized to be Christian, yet they may in some cases be slow to sense that the challenge of cross-cultural evangelism requires them to allow other people in their own areas to have the same liberty of self-determination in establishing culturally divergent churches of their own.

In any case, the opportunities are just as immense as the task. If 600 million Muslims await a more enlightened evangelism, there are also 500 million Hindus who today face monumental obstacles to becoming Christians other than the profound spiritual factors

Christian unity cannot be healthy if it infringes upon Christian liberty.

inherent in the gospel. One keen observer is convinced that 100 million middle-class Hindus await the opportunity to become Christians—but there are no churches for them to join which respect their

dietary habits and customs. Is the kingdom of God meat and drink? To go to the special efforts required by E-2 and E-3 evangelism is not to let down the standards and make the gospel easy—it is to disentangle the irrelevant elements and to make the gospel clear. Perhaps everyone is not able to do this special kind of work. True, many more E-1 evangelists will eventually be necessary to finish the task. But the highest priority in evangelism today is to develop the cross-cultural knowledge and sensitivities involved in E-2 and E-3 evangelism. Where necessary, evangelists from a distance must be called into the task. Nothing must blind us to the immensely important fact that at least *four-fifths* of the non-Christians in the world today will never have any straightforward opportunity to become Christians unless the Christians themselves go more than halfway in the specialized tasks of cross-cultural evangelism. Here is our highest priority.

QUESTIONS ABOUT THE THEOLOGICAL NATURE OF THE TASK

The main theological question, raised more often than any other, is so profound that I feel I must devote my remaining time to it. The question was stated in many ways in your

response papers, but is basically this: "Will not our unity in Christ be destroyed if we follow a concept of cross-cultural evangelization which is willing to set up separate churches for different cultural groups within the same geographical area?" It is only with humble dependence upon the Holy Spirit to honor the Word of God above the secular influences to which we all are subject, that I dare to proceed with a perspective which I myself could not understand nor accept until several years ago. I was brought up in the United States, where for many people integration is almost like a civil religion, where such people almost automatically assume that eventually everyone will speak English and really shouldn't speak any other language. To me, cultural diversity between countries was a nuisance, but cultural diversity within a country was simply an evil to be overcome. I had no thought of excluding anyone from any church (and I still do not), but I did unconsciously assume that the best thing that could happen to Black, White, Chicano, etc., was that they all would eventually come to the White, Anglo-Saxon, Protestant church and learn to do things the way that I felt was most proper.

Following this kind of American culture-Christianity, many missionaries have assumed that there ought to be just one national church in a country—even if this means none at all for certain sub-groups. Such missionaries, in all earnestness, have assumed that the denominational pluralism in their own home country is simply a sin to be avoided. They have assumed that *Southern* Baptists aren't necessary in *Northern* India, even though, as a matter of fact, in Boston today most of the Anglo churches have been sitting around waiting for the Arabs and the Japanese to come to their churches, and it has taken *Southern* Baptists to go into *Northern* United States and plant Arab churches and Japanese churches, and Portuguese churches, and Greek churches, and Polish churches, right under the nose of hundreds of good-willed Anglo churches which have been patiently waiting for these people to assimilate to the Anglo way of life. With one or two fine exceptions, the Anglo churches, with all their evangelistic zeal, simply did not have the insight to do this kind of E-2 and E-3 evangelism.

Christian Unity and Christian Liberty

For my own part, after many years of struggling with this question, I am now no less concerned than before about the unity and fellowship of the Christian movement across all ethnic and cultural lines, but I realize now that Christian unity cannot be healthy if it infringes upon Christian liberty. In terms of evangelism, we must ask whether the attempt to extend, for example in Pakistan, an external form into the Muslim culture is more important than making the gospel clear to such peoples within their own culture. Can we not condition our desire for uniformity by an even greater desire for effective preaching of the gospel? I personally have come to believe that unity does not have to require uniformity, and I believe that there must be such a thing as healthy diversity in human society *and in the Christian world Church*. I see the world Church as the gathering together of a great symphony orchestra where we don't make every new person coming in play a violin in order to fit in with the rest. We invite the people to come in to play the same score—the Word of God—but to play their own instruments, and in this way there will issue forth a heavenly sound that will grow in the splendor and glory of God as each new instrument is added.

The Example of the Apostle Paul

But some of you have said, "OK, if that is what you mean, what about the Apostle Paul? Did he set up separate congregations for masters and slaves?" I really don't know. I don't think so. But that does not mean that didn't happen. In a recent monograph by Paul Minear entitled *The Obedience of Faith*, the author suggests that in Rome there were probably five separate congregations of Christians, who numbered a total of 3,000, and that Paul's letter to the Romans was written actually to a cluster of churches in the city of Rome. He also suggests that these churches were very different from each other, some being composed almost entirely of Jewish Christians, and others (the majority) almost entirely of Gentile Christians. "Instead of visualizing a single Christian congregation, therefore, we should constantly reckon with the probability that within the urban area were to be found forms of Christian community which were as diverse, and probably also as alien, as

the churches of Galatia and those of Judea." But whatever the case in Rome, Paul in his travels was usually dealing with the phenomenon of house churches, where whole households, masters and slaves, quite likely worshiped together. We cannot believe he ever separated people. However, we do know that he was willing to adopt in different places a radically different approach, as he put it, "for those under the

moment other Jewish Christians came to the door. At this point Peter also discovered that in a given situation he had to choose between following Jewish or Greek customs. At this point he wavered. Did he lack the Spirit of God? Did he lack the love of God? Or did he fail to understand the way of God's love? Peter did not question the validity of a Greek congregation. Peter had already acknowledged this before his

Let us glory in the fact that God allows different lifestyles to exist in different forms, and that this flexibility has been exercised throughout history.

law and for those not under the law." When, for example, he established an apparently non-Jewish congregation among the Galatians, it was obviously different, perhaps radically different from that of the Jewish congregations elsewhere. We know this because Jewish Christians followed Paul to the Galatians and tried to make them conform to the Jewish Christian pattern. Galatia is a clear case where it was impossible for Paul to submit simultaneously both to the provisions of the Jewish Christian way of life and at the same time to the patterns of an evidently Greek (or perhaps Celtic) congregation.

Paul's letter to the Galatians, furthermore, shows us how determined he was to allow the Galatian Christians to follow a different Christian lifestyle. Thus, while we do not have any record of his forcing people to meet separately, we do encounter all of Paul's holy boldness set in opposition to anyone who would try to *preserve a single normative pattern* of Christian life through a cultural imperialism that would *prevent* people from employing their own language and culture as a vehicle for worship and witness. Here, then, is a clear case of a man with cross-cultural evangelistic perspective doing everything within his power to guarantee liberty in Christ to converts who were different from his own social background.

This same thing is seen when Paul opposed Peter in Antioch. Peter was a Galilean Jew who was perhaps to some extent bi-cultural. He could have at least been able to understand the predominantly Greek lifestyle of the Antioch church. Indeed, he did seem to fit in until the

Jewish compatriots walked in the door. The point was that Peter was pained for others to know him as one who could shift from one community to the other. What this means to us today is quite clear. There were in fact in the New Testament period two significantly different communities of believers. Peter was regarded as the apostle to the circumcision and Paul to the uncircumcision. Peter identified more easily with the Jews, and no doubt had a hard time explaining to Jews his experience at Cornelius' household, namely his discovery that Greek congregations were to be considered legitimate. Paul, on the other hand, was able to identify more closely with the Greek congregations. Perhaps they were eventually his primary missionary target, even though in a given locality he always began with the Jews.

The Equality of Diversity

One clue for today is the fact that where Paul found some Christians to be overly scrupulous about certain foods, he counseled people in those situations to abide by the stricter sensibilities of the majority. However, it is always difficult to make exact parallels to a modern situation. The New Testament situation would compare more easily to modern India today were it the case that the only Christians in India were Brahmins (and other members of the middle castes) with their highly restrictive diet. Then we would envision Brahmin Christians finding it hard to allow the less restrictive meat-eating groups to become Christian; but the actual situation is very nearly the reverse. In India today it is those who eat meat who are Christians, and the problem is how to apply Paul's missionary strategy to this situation. In regard to food restrictions, it is as though the Brahmins are "under the law," not the present Christians. In this situation can we imagine Paul saying, "To those under the law I will go as under the

law if by all means I may win some"? Can we hear him say as an E-2 or E-3 evangelist, "If meat makes my brother offended, I will eat no meat"? Can we hear him defending worshiping groups among the Brahmins against the suggestion or expectation that they should change their diet or join congregations of very different lifestyle in order to be accepted as Christians? Against the accusation that he was dividing the church of Christ, can we hear Paul insist that "in Christ there is neither Jew nor Greek, low caste nor high caste"? Is this not the actual force of his oft repeated statement that these different kinds of people, following their different cultural patterns, are all equally acceptable to God? Was he really announcing a policy of local integration, or was he insisting on the equality of diversity?

Note very carefully that this perspective does not enforce (nor even allow) a policy of segregation, nor any kind of ranking of Christians in first- and second-class categories. It rather guarantees equal acceptability of different traditions. It is a clear-cut apostolic policy against forcing Christians of one lifestyle to be proselytized to the cultural patterns of another. This is not a peripheral matter in the New Testament. True circumcision is of the heart. True baptism is of the heart. It is a matter of faith, not works, or customs, or rites. In Christ there is freedom and liberty in this regard—people must be free either to retain or abandon their native language and lifestyle. Paul would not allow anyone to glory either in circumcision or in uncircumcision. He was absolutely impartial. He was also widely misunderstood. Paul's problem ultimately was in gaining acceptance by the Jews, and it was Asian Jews, possibly Christians, who pointed him out in the temple and thus finally caused his martyrdom for his belief in the separate liberty of the Greek Christian tradition. Let no one who seeks to be a missionary in the tradition of the Apostle Paul expect that working between two cultures will be easy to do. But he can take heart in the fact that the hazards of the profession are more than justified by the urgent missionary purposes of the cross-cultural evangelist.

If, for example, a cross-cultural evangelist encourages members of a Brahmin family to

begin worship services in their own home, does he insist that they invite people from across town to their very first meeting? On the other hand, any Brahmin who becomes a Christian and who begins to understand the Bible will soon realize, whether it was entirely clear before or not, that he now belongs to a world family within which there are many tribes and tongues—indeed, according to the Book of Revelation (Rev 7:9), this kind of diversity will continue right down to the end of time. When the cross-cultural evangelist allows the development of a Brahmin congregation, he is not thereby proposing Brahmin segregation from the world church. He is not suggesting that the Brahmin Christians shun other Christians, but that Brahmins be included within the world church. He is merely affirming their liberty in Christ to retain those elements of their lifestyle that are not inimical to the gospel of Christ. He is not increasing their alienation. He is giving them the Word of God which is the passkey to the ultimate elimination of all manner of prejudices, and is already signing them into a world Christian family which embraces all peoples, tribes and tongues as equals.

Unity and Uniformity

Now, I regret that this subject is so delicate, and I would not embark upon it if it were not so urgently significant for the practical evangelistic strategies which we must have if we are going to win the world for Christ. I would not even bring it up. Yet I must say I believe this issue is the most important single issue in evangelism today.

Many people asked me what I meant by the strategic value of the establishment of youth churches. It is important to realize the youth situation is highly parallel to the situation we have just discussed. It is by no means a case where we are suggesting that young people not be allowed in adult services. We are not suggesting segregation of the youth. Youth churches are not ends, but means. We are not abandoning the thought that young people and older people should often be in the same service together. We are merely insisting, with what I pray is apostolic intuition, that young people have the freedom in Christ to meet together by themselves if they choose to, and

especially if this allows them to attract other young people who would likely not come to Christ in an age-integrated service.

It is a curious fact that the kind of culturally sensitive evangelism I have been talking about has always been acceptable wherever people are geographically isolated. No one minds if Japanese Christians gather by themselves in Tokyo, or Spanish-speaking Christians gather by themselves in Mexico, or Chinese-speaking Christians gather by themselves in Hong Kong. But there is considerable confusion in many people's minds as to whether Japanese, Spanish and Chinese Christians should be allowed or encouraged to gather by themselves in Los Angeles. Very specifically, is it good evangelistic strategy to found separate congregations in Los Angeles in order to attract such people? Do Cantonese-speaking non-Christians need a Cantonese-speaking congregation to attract them to Christian faith and fellowship?

If you talk to different people, you will get different answers. In my opinion, this question about evangelistic strategy in the forming of separate congregations must be considered an area of Christian liberty, and is to be decided purely on the basis of whether or not it allows the gospel to be presented effectively to more people—that is, whether it is evangelistically strategic. Some go as far as granting separate *language* congregations, but hesitate when the differences between people are social and non-linguistic. Somehow they feel that people may be excused for meeting separately if their language is different, but that the gospel urges us to ignore all other cultural differences. Many people are literally outraged at the thought that a local congregation would deliberately seek to attract people of a certain social level. And yet, while no one should be excluded from any church under any circumstances, it is a fact that where people can choose their church associations voluntarily, they tend to sort themselves out according to

their own way of life pretty consistently. But this absolutely must be their own free choice. We are never suggesting an enforced segregation. Granting that we have this rich diversity, let us foster unity and fellowship between *congregations* just as we now do between *families* rather than to teach everyone to worship like Anglo-Americans.

Let us glory in the fact that the *world* Christian family now already includes representatives of more different languages and cultures than any other organization or movement in human history. Americans may be baffled and perplexed by world diversity. God is not. Let us glory in the fact that God has allowed different lifestyles to exist in different forms, and that this flexibility has been exercised throughout history. Let us never be content with mere isolation, but let us everlastingly emphasize that the great richness of our Christian tradition can only be realized as these differing life ways maintain creative contact. But let us be cautious about hastening to uniformity. If the whole world church could be gathered into a single congregation, Sunday after Sunday, there would eventually and inevitably be a loss of a great deal of the rich diversity of the present Christian traditions. Does God want this? Do we want this?

Jesus *died* for these people around the world. He did not die to preserve our Western way of life. He did not die to make Muslims stop praying five times a day. He did not die to make Brahmins eat meat. Can't you hear Paul the Evangelist saying we must go to these people within the systems in which they operate? True, this is the cry of a cross-cultural evangelist, not a pastor. We can't make every local church fit the pattern of every other local church. But we must have radically new efforts of cross-cultural evangelism in order to effectively witness to 2387 million people, and we cannot believe that we can continue virtually to ignore this highest priority. 🌐

Study Questions

1. Explain the difference between E-1, E-2 and E-3 evangelism. Which of the three does Winter consider most powerful? Why? Which does he consider most urgent? Why?
2. "Christian unity cannot be healthy if it infringes upon Christian liberty." Do you agree? What significance does this issue have for "practical evangelistic strategies"?