

# *Business Inductive Study Series*

## **Syllabus**

*All Scripture is inspired by God  
and profitable for teaching, for reproof,  
for correction, for training in righteousness;  
that the man of God may be adequate, equipped for every good work.*  
2 Timothy 3:16-17

God's Word, the Bible, contains all the **truth** we need for any matter of faith and life. It doesn't claim to contain all the facts that we need, but it does insist that at the root of every question or problem is a truth that can be found by a careful study of the Bible. Thus, the command to:

*Be diligent to present yourself approved to God  
as a workman who does not need to be ashamed,  
handling accurately the word of truth.*

2 Timothy 2:15

This means that **God's Word has all the truth that we need to make wise business decisions as well, and that by careful study, we can discover these truths**. The method of Bible study that equips us to discover these truths for ourselves is called the **inductive method**. This method starts with (1) careful observation of the biblical text (versus what men have written about the text), (2) accurate interpretation based on context (known as the historical-grammatical method), and (3) personal application of these truths.

Rick Freed (BS, United States Military Academy, MBA, Harvard Business School, adjunct professor at both the undergraduate and graduate level, currently VP, Advantage Business Advisors) is writing and teaching a series of Bible studies on business topics based on this inductive approach – the **Business Inductive Study Series**.

Each lesson is designed to (1) engage men directly in the study of God's Word, not what other men have written about God's Word; (2) be led by a teacher with limited training in the inductive method; (3) teach on a business or related discipleship topic; (4) be fast-paced, interactive and spiritually deep (meat not milk); (4) require no homework or preparation outside the meeting; (5) equip men to accurately handle God's Word in their own study; and (6) break down into multiple 30 or 60 minute teaching sessions depending on the size of the study and the format of your Bible study. (These studies are modeled after the Precepts Ministries 40 minute studies.)

| Topical Area<br>Studies Available  | Key Verses  |
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| <b>Discipleship</b>  |   |
| <b>Inspired Word of God</b><br><i>Foundational and introductory study on what the Word of God says about the Word of God, emphasizing its authority, sufficiency and practicality.</i> | 2 Timothy 3:16-17<br>2 Peter 1:2-3, 16-21; 3:1-2, 14-16; 1 Corinthians 2:10-16<br>James 4:13-17         |
| <b>Retain and Guard the Treasure</b><br><i>We have a responsibility to know and defend God's Word.</i>   | 2 Timothy 1:13-14; 2:1-26;<br>4:1-5   |
| <b>Accurately Handle God's Word</b><br><i>There is a right and a wrong way to handle the Word of God, a method and technique that must be learned and practiced.</i>                   | 2 Timothy 2:15; 2 Peter 1:19-2:1; Deuteronomy 4:2, 12:32; Matthew 15:7-9<br>1 Corinthians 2:12-14       |
| <b>Being a Disciple</b><br><i>The call, cost and commitment of true discipleship.</i>  | Matthew 4:17-22; Mark 8:34-38; Luke 14:25-35;<br>John 8:31  |
| <b>Being a Disciple-Maker</b><br><i>Every disciple is called to be a disciple-maker. What does this mean?</i>  | Matthew 4:19; John 15:16-20; 2 Timothy 3:12;<br>Matthew 28:16-20; Mark 10:28-30                         |
| <b>Faith Comes from Hearing</b><br><i>How is a person saved, and what is our responsibility?</i>   | Romans 9:30-10:17<br>Matthew 5:13-16  |
| <b>Noble Counsel</b><br><i>What kind of counsel should we seek and give?</i>   | Isaiah 32:8; Proverbs 19:21, 20:18, 15:22, 11:14, 12:5, 10:31-32, 1 Corinthians 3:19-20<br>Psalm 119:24 |
| <b>Spiritual Gifts</b><br><i>What does the Bible teach about spiritual gifts?</i>  | 1 Peter 4:10-11;<br>1 Corinthians 12:1-13:  |
| <b>Leadership</b>  |   |
| <b>Servant Leadership</b><br><i>Be Overseer Shepherd &amp; Servant (Boss acronym)</i>  | Judges 5:2; Colossians 3:22-4:1; 1 Peter 5:1-4; Psalm 23; Luke 22:24-27                                 |
| <b>Finance</b>   |   |
| <b>Boastful Buyer</b><br><i>Buying supplies, services, components, tools, etc is a key function in every business. What does God's Word say about how to buy?</i>                      | Proverbs 20:14  |
| <b>Discounted Cash Flow – a new idea?</b><br><i>Discover the biblical foundation for the discounted cash flow method of valuation.</i>   | Leviticus 25  |
| <b>Planning</b>  |   |
| <b>Noble Man and His Plan</b><br><i>A noble man devises noble plans.</i>   | Proverbs 29:18; James 4:13-16; Isaiah 30:1, 31:1, 32:5-8; Colossians 3:1-4, 17                          |
| <b>Noble Planning</b>  | Nehemiah 1:1-4, 11, 2:1-8,  |

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|---|--|
| <i>Practical lessons on planning from the life of Nehemiah.</i>   | 2:11-18, 3:1-5,10,   |
| <b>Noble Diligence</b><br><i>Noble men must be forceful and diligent in carrying out their noble plans.</i>   | Matthew 11:11-14; Proverbs 10:4, 13:4, Acts 17:1-3   |
| <b>Noble Moments</b><br><i>Handle interruptions with grace and discernment, for it may be the most important thing God has for you all day.</i>                       | Matthew 20:29-34;<br>Ephesians 5:15-17;<br>Colossians 4:5-6  |
|   |  |
| <b>Marketing</b>  |  |
| <b>Market Selection</b><br><i>All legitimate work is an extension of God's work, but not all work is legitimate.</i>  | Genesis 1:26-31, 2:8,15;<br>Matthew 6:31-33; Ephesians 4:28  |
| <b>Pricing for Profitability</b><br><i>For-profit business is a God-ordained activity.</i>  | James 5:13-16; 1 Timothy 5:8; 1 Chronicles 4:10;<br>Proverbs 3:9-10; 2<br>Corinthians 8:12-15  |
| <b>Pricing Fairness and Consistency</b><br><i>What is the biblical principle of "equal weights and measures" and how are we to apply that today?</i>                  | Proverbs 16:11, 20:10,<br>20:23, 11:1; Deuteronomy 25:13-16, Leviticus 19:33-37; Amos 8:1-7; Micah 6:8-13; Ezekiel 45:9-14; Hosea 12:6-8; Proverbs 20:14 |
| <b>Do Not Bear False Witness</b><br><i>God's standard of truth in our marketing communications.</i>   | Genesis 3:1-5; Revelation 22:12-15; Exodus 20:16,<br>Leviticus 19:11; Proverbs 6:16-19; Matthew 5:20, 33-37, 48  |
| <b>Sin Appeal</b><br><i>Should we market to the lusts of the flesh, the lusts of the eyes, and the boastful pride of life?</i>  | Romans 1:22-32; 7:14-8:15<br>1 John 2:15-17<br>Luke 17:1-3, Philippians 4:8  |
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| <b>Sales</b>  |  |
| <b>Sales 100</b><br><i>What comes before Sales 101 is a foundational study on salesmanship and a critical look at selling techniques from a biblical perspective.</i> | Philippians 2:3-5; Psalm 78:72; Proverbs 28:22   |

## Note to Bible Study Leaders

If you are the Bible study leader planning to use the Business Inductive Study Series, here are some helpful ideas to make your job easier:

- Your role as leader is not to lecture or even teach the material, but rather to facilitate the discussion, keep it moving, keep it focused on the Scriptures, which is what inductive study is all about! The two biggest challenges you will face, especially in the early going, are (1) to keep men focused on the Word versus the airing of their own opinions, denominational views, etc; and (2) to keep men from going off on tangents, as interesting and biblical as they may be.
- Go through the study and mark the text before you lead the group. This will give you increased familiarity with the material and will enable you to facilitate the group with greater ease. You are encouraged to study the topic independently as well, but this is not required for an effective bible study. If a question is raised that you cannot answer, there is nothing wrong with saying you will look into and bring the answer next time.
- As you lead the group, start at the beginning of the text and simply read it aloud in the order it appears in the lesson, including the “context and insight” boxes which may appear either before or after the instructions or in the midst of your observations or discussion. Work through the study together, observing and discussing what you learn. As you read the Scripture verses, have the group say aloud the word they are marking in the text.
- The discussion questions are there simply to help you cover the material. As the group moves into the discussion, many times you will find that they will cover the questions on their own. Remember the discussion questions are there to guide the group through the topic, not to squelch discussion.
- Remember how important it is for people to verbalize their answers and discoveries. This greatly strengthens their personal understanding of each study's learning objectives. Try to ensure that everybody has plenty of opportunity to contribute each time you meet.
- Keep the discussion moving. These studies are packed and will require the full 60 minutes, and sometimes you may run out of time and not complete it. If necessary, you may spread the study over more than one session. However, remember that you don't want to slow the pace too much. It is better to leave everyone “wanting more” than to have people lose interest by going slow.
- If the validity or accuracy of some of the answers seem questionable, you can gently and cheerfully remind the group to stay focused on the truth of the Scriptures. Your object is to learn what the Bible says, not what men think it might or could say. Really focus on the Word, asking God to show everyone His answers.