The Beauty of Partnership
Study Guide

AMBASSADOR EDITION

Equipping entrepreneurial leaders for healthy cross-cultural partnerships to bring hope in Jesus Christ to the peoples of the world

Werner Mischke, Designer/Editor

VERSION 1.4
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Preface (FROM THE EDITOR’S INTERVIEW WITH MALCOLM HARTNELL, FEBRUARY 4, 2009)

Until I met Bob Schindler and Werner Mischke with Mission ONE, I have to admit I was very skeptical of groups involved in so-called “partnership ministry.” I have seen so very often where partnership is defined from the Western perspective. Often non-biblical models are used with a few Bible verses added on to give it a Christian flavor. But that’s not true of Mission ONE, and it’s not true of this curriculum. This study is thoroughly biblical; you see the value of how God has blessed American culture, but you recognize American culture isn’t everything—God has blessed other cultures as well. You want to bring together believers into partnership in the truest sense of the word, and it’s the synergy from these partnerships that is such a strong force for the Great Commission, and for God’s kingdom around the world. You do a great job facilitating that process—both from the American and the non-American side.

So often, well-intentioned aid efforts, whether they are Christian or non-Christian, don’t take the time to understand the cultural context that they are going to be working in. So they come with great ideas that work in America but they don’t work well in other cultural scenes. So I appreciate so very much your perspective at Mission ONE. First of all, you have leaders with cross-cultural ministry experience; that’s key. Secondly, you want to do a quality job—you are encouraging and training people to do a quality job in a way that is pleasing to God. You are teaching people to avoid coming in like “a bull in a China shop” or trying to start from scratch. Rather, you are training them to recognize the value of people from other cultures … how God has gifted them … what they bring to the table … how we can work together in order to accomplish what God wants us to do for his church around the world.

I believe that American entrepreneurs who love the Lord—if they go through this curriculum—will be so much more effective for the kingdom than they would be if they had not undergone this training. They’ll be culturally more wise, they’ll be more patient with themselves and the people they work with. With this training, relationship and servanthood are paramount, and these things take time. It takes time to build relationships, to show humility toward each other and to learn from each other. But what God can do as a result of that is tremendous.

Phoenix, Arizona

Prof. Malcolm Hartnell

February 2009
Acknowledgments

I am indebted to these friends and colleagues without whom this Study Guide would not have been possible:

- **Bob Schindler**, under whom it has been my privilege to serve at Mission ONE. His deep commitment to help the dreams of our national missionary partners come true is central to Mission ONE. It was also his idea for a training resource called *The Beauty of Partnership*.

- **Ed Smith**, whose organizational coaching for Mission ONE has been catalytic for getting me rightly aligned with my passions and skills, and who believes strongly in empowering Christian entrepreneurs for world missions.

- **Mary Lederleitner**, who encouraged me to study adult learning theory and introduced me to the work of Jane Vella, the leading practitioner and author in adult learning. It has been a joy to work with Mary on the COSIM steering committee.

- **Alex Araujo**, who, as a missions consultant and practitioner, introduced me to the powerboat/sailboat metaphor for cross-cultural partnership. I have grown to highly esteem Alex for his biblical wisdom and insight in the practice of cross-cultural partnerships.

Werner Mischke

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Authors and their work used in this curriculum

This curriculum is built largely on the work of highly respected strategic thinkers, mission and business practitioners, educators and Christian leaders. We are deeply indebted to the authors listed below. It is by God’s grace and their published work that this curriculum is possible.

As part of this study, learners will read portions of the books listed below.

- Elmer, Duane: *Cross-Cultural Servanthood: Serving the World in Christlike Humility* (Downers Grove: InterVarsity) 2006

Other authors represented in the Readings section at the back of this Study Guide are: Alex Araujo, Rick Brown, Mary Lederleitner, Werner Mischke, George Sweeney and Donald Sweeney.
INTRODUCTION: Here’s what to expect from *The Beauty of Partnership* learning journey

The Mission ONE Ambassador Program is a way for your story as an entrepreneur to join God’s Story of transforming lives and communities worldwide.

*The Beauty of Partnership* is a curriculum—a specially designed set of learning tasks—to equip Mission ONE Ambassadors to be successful advocates for cross-cultural partnerships in Africa and Asia. Many of the learning tasks with which you will be engaged are experience-oriented.

We all know that Jesus Christ was a master teacher. Jesus embodied Truth, and he understood perfectly how people learn and change. He gave extremely effective learning lessons to his disciples. His approach to teaching involved *doing*, not just *talking*. Likewise, this study provides much new insight and knowledge, but also invites you into engaging dialog and challenging experiences.

This blend of new information, discussion and experience are designed to help you truly succeed. Our intent is that you will know you have learned because you will have *done it*.

**Three components, twelve objectives**

There are three overlapping sections to *The Beauty of Partnership*: 1) godly character, 2) cultural intelligence, and 3) organizational competence. Each of the three sections contains four parts, comprising a total of twelve sets of learning lessons.

The learning lessons are designed to fulfill achievement-based objectives. Each of the twelve lesson sets has a key word and a related achievement-based objective. They are as follows:
GODLY CHARACTER (principally … humility)

- **Servanthood:** Examine the metaphor of “powerboat/high control” versus “sailboat/high trust” as it relates to serving a cross-cultural partnership.

- **Listening:** Develop empathic listening skills necessary for healthy cross-cultural partnership.

- **Risk:** Explore how trusting God for what only God can do can be an expression of great humility, as well as a bold, yet reasonable, risk for God’s kingdom.

- **Identity:** Contend for your special destiny in God’s Story as a Christian entrepreneur based on Scripture, history and circumstances.

CULTURAL INTELLIGENCE (principally … understanding deeply)

- **Trust:** Experience the process of openness—leading to acceptance—leading to trust … all vital for cross-cultural partnership ministry.

- **Both/And:** Distinguish “either/or” thinking from “both/and” thinking while identifying your own cultural style and how it compares to that of a majority-world ministry partner.

- **Abiding:** Examine the difference between being oriented to “externals” versus being vitally oriented to Christ—and what significance this has for healthy cross-cultural partnerships.

- **Integration:** Identify the overlaps 1) between godly character and cultural intelligence, and 2) between cultural intelligence and organizational competence.

ORGANIZATIONAL COMPETENCE (principally … wise practice)

- **Vision:** Understand the role of vision in a healthy cross-cultural partnership, and explore the vision of a cross-cultural partnership ministry.

- **Accountability:** Examine how Mission ONE practices accountability with its cross-cultural partners, and understand the principles that undergird the practice.
• **Appreciation**: Practice the discipline of Appreciative Inquiry, and apply to a real or imaginary cross-cultural partnership

• **Development**: Examine three different approaches to developing funds, understand Mission ONE’s philosophy of fundraising, and identify the resources and methods you might use to serve a ministry partner.

The goal of this study is for you—as a potential Mission ONE Ambassador—to develop the knowledge, skills and attitudes (KSAs) to facilitate a healthy cross-cultural partnership. In turn, you will be able to make a huge difference in bringing hope to families, communities and nations through the transforming love of Christ.

**How can you get the most out of this study?**

We like it when good things happen fast … like a quick drive to the store to get just what we need … like reserving a surprisingly inexpensive flight online, and everything goes smoothly … like a visit to the ATM to make a deposit or get some cash—it just works and it’s easy.

But human development is slow. When it comes to genuine personal growth, including the acquisition of new knowledge, skills and attitudes (KSAs), we all know it takes some time and practice. Another important factor is the encouragement of caring people; some call this accountability or community.

You are investing a significant amount of resources to be successful in cross-cultural partnership ministry. You want to be an excellent advocate in serving a cross-cultural partnership. To get to excellence will require time, practice and encouragement.

This study is a dynamic process that involves a step-by-step learning journey. It is designed to help you learn effectively.

So I would like to request that you make two simple, but important, commitments:

1. **For the next twelve weeks**, use this study as a primary tool for your personal devotional time with God.

2. **Identify at least one other person with whom**, once a week, you can discuss what you are learning. This can be a spouse, a friend, a mentor, or a small group of which you’re a part.
The Mission ONE Ambassadors Web site

On your computer, bookmark the Mission ONE Ambassadors Web site:  

m1ambassadors.org

This site has:

• short video introductions—about four minutes long—for each of the twelve lessons
• commentary posted weekly from Werner Mischke, Bob Schindler or other Mission ONE Ambassadors—words of encouragement and insight for our Ambassadors community
• a way for Mission ONE Ambassadors to comment and contribute their own ideas
• other announcements relative to the Mission ONE Ambassador Program.

As the Mission ONE Ambassador Program grows, this will become an online community for the exchange of ideas, pictures and videos.

A great challenge, but very doable

The challenges of serving as a Mission ONE Ambassador are great. The risks are substantial. The opposition to building our Lord’s Church and expanding God’s kingdom is real. Nevertheless, we believe that by God’s grace, developing the skills to be a truly effective advocate for a cross-cultural ministry partnership—is very doable!

I trust that this Study Guide will assist you well in a rewarding missional journey for the glory of God among the nations.

Let’s get started!

Scottsdale, Arizona  
Werner Mischke  
February 2009