

TRAFFIC LIGHT

MODES OF INFLUENCE

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There are dozens of ways to influence those around us. We all gravitate towards certain tactics and modes of influence to the exclusion of others. Green-light forms of influence are ideal. Red-light modes often transmit and amplify pain more than transform it; and should only be used as a last resort. What are the most stressful relationships in your life? And have you truly exhausted the inspirational modes of influence?

● **RED LIGHT** Collateral Modes of Influence

Using Violence & Fear – Physically forcing change upon people.

Using Law Suits & Political Intimidation – Using courts, lawyers, police, vigilantism to obligate change.

Using Economic Leverage – Not supporting someone financially, cutting loans; boycotts; cancel culture.

Using Victimization – We broadcast our wounds & hurts so we can evoke pity & arouse action from others.

Using Negative Words Publicly – To critique and accuse them. (Eg., media coercion; finger-pointing)

Using Passive Aggression – Covert obstruction, veiled social media critiques, politicking.

● **YELLOW LIGHT** Crisis Modes of Influence

Using Basic Boundaries – Non-interaction / clear separation to avoid escalation & collateral damage.

"Keep to a path far from [the foolish person]... lest you lose your honor to others..." Proverbs 5:8-9

Using Third Party Mediators – (Eg., negotiators, counselors, judges, social workers, pastors)

"But if [a person who sins against you] will not listen, take one or two others along." Matthew 18:16

Using Negative Words Privately – To critique and indict them. (Eg., guilt trips; finger pointing)

"If your brother or sister sins, go and point out their fault, just between the two of you." Matthew 18:15

● **GREEN LIGHT** Inspirational Modes of Influence

Using Resourcefulness & Initiative – Finding books, conferences, programs to help simplify the change.

"The desires of the diligent are fully satisfied." Proverbs 13:4

"If any of you lacks wisdom, you should ask God, who gives generously to all..." James 1:5

Using Professional Consultants – People who are especially trained to troubleshoot the problem.

(Eg., Weight loss counselors; financial planners; addiction recovery experts; therapists)

"Plans fail for lack of counsel, but with many advisers they succeed." Proverbs 15:22

Using Empathy/Listening – Seeking to understand their hang-ups, fears, inabilities that prevent change.

"A person who feels understood often loses their will to fight."

"Be quick to listen; slow to speak, slow to become angry." James 1:19

Using Healthy Authenticity – Sharing how other people's actions make us feel without accusation.

Instead of saying: "You always/never" (accusations), say: "When you do these things, I feel..."

"A gentle answer turns away wrath." Proverbs 15:1

Using Incentives – Giving rewards and opportunities in response to behavior.

"[God] is a rewarder of those who diligently seek Him." Hebrews 11:6

Using Encouragement / Positive Persuasion – People become what we say about them – vision casting.

"But encourage one another daily... so that none of you may be hardened." Hebrews 3:13

Using Prayer – Divine Influence to change circumstances or change our attitudes in response to circumstances.

"...In everything, through prayer & petition with thanksgiving, present your requests to God." Philippians 4:6

Using Servanthood – Using actions only – no words, to model the change we want to see.

"Anyone who wants to be first must be the very last, and the servant of all." Mark 9:35