



Lecturing from the President Byeong  
in the light of  
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## Understanding and persuasion

Any group, team, or church needs both of these. It is often a bestseller in many books, such as *The Art of Persuasion*. This is bound to be a different tension from ordinary conversations. It is an inevitable process, especially for big changes or new project attempts. Recently, I was persuaded and persuaded to work at school. I also rejected some suggestions. All three were not easy. Perhaps there was a little hurt or misunderstanding about what I persuaded.

First of all, what I persuaded was that a project was essential, but the other people did not understand. It is financially helpful for schools. For schools in Africa, the most urgent thing is financial. If it is in place, it is necessary to try anything, unless it is stealing. Eventually, after persuasion for about an hour, it was agreed to proceed. In the process, I sensed this time that myself, that is, the person who proposed the project, could also be hurt. If you don't get agreed right away, you may feel exhausted and tired and reluctant to do it. You may worked hard to conceive and research for a few days and made a nearly completed proposal, but if people disagreed, the person who is victimized can be a big or small wound depending on the situation. This time, I tried again to see how difficult it is to persuade others.

Another thing was that I had to be persuaded. Listening to it, it was so absurd. It was about adding school members. At first, I didn't understand well, but after hearing more information, I accepted. It was regrettable that if I had given more detailed information from the beginning, I would have understood it sooner. The vice-president of the school had completely opposed it and the other lead professor had strong negative thoughts because of the lack of information. When I gave more information and talked to them, they both said they understood more.

This stage of understanding and persuasion is inevitable for all new ministries and projects. Understanding others seems to play an important role in

improving each other's relationships and building trust. To understand others, it is important to focus on their stories, and it takes an effort to empathize and understand, but everyone seems to have a desire to be understood about their feelings and experiences.

It would be better to have a view of understanding rather than excessive criticism. Everyone acts and speaks based on their background and experiences. We will also fall into this. I think it is important to explore their thoughts and opinions through more questions in order to understand others. It is cumbersome to ask more questions, but if we need to convey clear content, we may want to check it again. In the case of a more complex problem, there may be a variety of questions. If you express interest in the other person and ask them questions about it, they will be more likely to share and talk about your thoughts. In many cases, it is not possible with one or two words.

Also, if persuasion is needed, it is better to clarify the purpose and intention. Some people who are a little mean may express bluntly that they do not know the purpose of doing so. Also, it seems a little unreasonable to ask them to accept it unconditionally. You can take the horse to the water's edge, but it's your own choice to drink the water and not drink it. I don't think it's right to tell you to do that with my own instructions. After all, the habit of understanding others will require constant effort and practice, but more importantly, it will be better if it develops relationships with each other and further provides an opportunity for each other to grow together.