

LITERATURE MINISTRY SEMINARY MODEL CURRICULUM FOR LITERATURE EVANGELISTS

	Hours Required
I. LEVELS OF TRAINING	
A. INTRODUCTORY LEVEL <i>(Conducted at the Local Field)</i>	36
B. BASIC LEVEL	36
C. INTERMEDIATE LEVEL	36
D. ADVANCED LEVEL <i>(CAREER)</i>	36 (per session)

II. COURSES REQUIRED

A. INTRODUCTORY LEVEL

<u>COURSE TITLE</u>	<u>COURSE DESCRIPTION</u>	<u>HOURS REQUIRED</u>
1. Philosophy of the Literature Ministry I	Nature and Objectives of the Literature Ministry	4
2. Publishing Policy I	Working Policies for LEs	4
3. Christian Ethics I	Personality Development and Ethics	4
4. Salesmanship I	Introductory Christian Salesmanship	8
5. Sales Laboratory	Supervised Field Training	16
	Total	36

B. BASIC LEVEL

1. Adventist History I	History & Development of the LM	4
2. Evangelism I	Personal Evangelism	4
3. Sales Management I	LE Finance, Time, and Work Management	4
4. Health Evangelism I	Health Principles	4
5. Salesmanship II	Basic Christian Salesmanship	20
	Total	36

C. INTERMEDIATE LEVEL

<u>COURSE TITLE</u>	<u>COURSE DESCRIPTION</u>	<u>HOURS REQUIRED</u>
1. * Prophetic Guidance I	Life and Writings o E. G. White	4
* Communication I	Sales Communication and Story Telling	4
* Home and Family I	Child Guidance	4
2. Human Relations I	Principles of Human Relations	4
3. Sales Management II	Sales Forecasting, Strategies, and Evaluation	6
4. Salesmanship III	Intermediate Salesmanship	22
	Total	36

** Only one of the three is required. The Union shall decide*

D. ADVANCED LEVEL (CAREER)

1. Salesmanship IV	Mastering Objections	36
2. Salesmanship V	Closing Procedures	36
3. Salesmanship VI	Product Specialization (One or More Sessions)	12
4. Evangelism II	Evangelism	6
5. Adventist History II	SDA History	6
6. Health Evangelism II	Health Evangelism	6
7. Publishing Policies II	Church and Publishing Department Policies	6
8. Philosophy of LM II	Biblical and SOP Concepts of the LM	6
9. Christian Ethics II	Christian Ethics	6
10. Human Relations II	Human Relations	6
11. Sales Management III	Sales Strategies	6
12. Home and Family II	Family Relations	6

<u>COURSE TITLE</u>	<u>COURSE DESCRIPTION</u>	<u>HRS REQ</u>
14. Prophetic Guidance II	Spirit of Prophecy	6
15. Church Leadership	Local Church Lay	6
16. Stewardship	Stewardship Principles	6
	Total	=== 156

LMS CURRICULUM SUMMARY

<u>Courses Required</u>	<u>Intermediate LM Diploma Minimum Hours Required</u>	<u>Career LM Diploma Minimum Hours Required</u>	<u>Total Minimum Hours Required</u>
Adventist History	4	6	10
Health Evangelism	4	6	10
Home and Family/Comm/SOP	4	6	10
Human Relations	4	6	10
Evangelism	4	6	10
Philosophy of the LM	4	6	10
Christian Ethics	4	6	10
Publishing Policies	4	6	10
Sales Management	10	6	16
Salesmanship	68	90	158
Other Related Subjects	-	18	18
	_____	_____	_____
Total Academic Hours	110	162	272