CULTURAL FEATURE		ASSUMPTION		CONCLUSION
Clothing	1.	Immodest to go naked (U.S.A.)	1.	Must wear clothes even to bed.
		One covers one's body only if hiding some- thing (Gava peopleNigeria)	2.	Go naked to prove yourself.
	3.	For ornamentation only (Higi people— Nigeria)	3.	Wear on 'occasion' only. Rearrange or change in public.
Buying	1.	Impersonal, economic transaction (U.S.A.)	1.	Fixed prices. No interest in seller as person. Get it over quickly.
-	2.	Social, person-to-person (Africa, Asia, Latin America)	2.	Dicker over price. Establish personal rela- tionship. Take time.
Youthfulness		Desirable (U.S.A.) Tolerated. To be overcome (Africa).		Look young, act young. Cosmetics. Prove yourself mature. Don't act young.
Age		Undesirable (U.S.A.) Desirable (Africa)	_	Dreaded. Old people unwanted. Old people revered.
Education	1.	Primarily formal, outside home, teacher- centered (U.S.A.)	1.	Formal schools. Hired specialists.
	2.	Primarily informal, in the home, learner- centered, traditional (Africa).	2.	Learn by doing. Discipleship. Proverbs, and folktales.
Family		Centered around spouses (U.S.A.) For the children (Africa).		Compatibility of spouses all-important. Mother-child relationship paramount.
Rapid Change		Good, Change = "Progress" (U.S.A.) Threat to security (Africa).		Encourage rapid change and innovation. Conservatism valued. Aim at stability.



What age is this woman?



Young?

Or Old?

The Excluded Middle

TRANSCENDENT WORLD BEYOND OURS: includes —hells, heavens, other times i.e. eternity —high god (African); Vishnu, Siva (Hindu) —cosmic forces; karma —Jehovah, angels, demons, spirits of worlds	RELIGION faith sacred miracles other-worldly problems
supernatural forces on this earth: includes —spirits, ghosts, ancestors, demons —earthly gods and goddesses who live within trees, rivers, hills, villages —supernatural forces: mana, planetary influences, evil eyes, power of magic, sorcery, witchcraft —Holy Spirit, angels, demons, Signs and Wonders, gifts of the Spirit	EXCLUDED MIDDLE by Westerners
EMPIRICAL WORLD OF OUR SENSES: Includes -folk sciences to explain how things occur -explanations based on empirical observations •person shoots an arrow into a deer—he attributes death to arrow •one cooks a meal—attributes "cooked meal" to fire under pot -theories about natural world— •how to build a house; plant crops; sail canoe -theories about human relationships— •how to raise children; treat spouse, etc.	SCIENCE sight & experience natural order secular this-worldly problems

Shifting Your Paradigm

- 1. Investigate alternative worldviews by:
 - Read and re-read the New Testament
 - Read Kingdom Theology Books
 - Expose yourself to stories from churches outside the West
 - Join a Training
- 2. Find a church whose worldview accepts the "excluded middle" and observe what is happening.
- 3. Start where you are. Pray for the sick.