

CHAPTER 4

METHODOLOGIES AND PROJECT DESIGN

Introduction

The project was guided by the general hypothesis that: "Through current and accurate understanding of the health and growth of the Evangelical Church in Guatemala, the researcher will be able to make valid recommendations to the IMB Middle America Regional Leadership Team to incorporate more effective and appropriate missiological strategies." The challenge lies in the phrase "current and accurate understanding of the health and growth of the Evangelical Church." The procedures outlined in this section deal with arriving at good conclusions through accurate data. The first subproblem deals with the primary research of measuring the percentage or quantity of evangelicals within Guatemala. The results of this part of the research are in Chapter 5 and are also called the "demographic data." The second subproblem analyzes the level of internalization of the Gospel among evangelicals. Data were gathered through primary research concurrently with the demographic data. The results of this data collection are given in Chapters 6 and 7 of this paper. The third subproblem identifies and analyzes the reasons for the explosive growth of evangelicals in Guatemala. Conclusions are drawn primarily through secondary historical research detailed in Chapter 3. The fourth subproblem deals with sharing current insights of missions and church growth from the most prominent

Guatemalan denominations and Chapter 8 contains the summary of these insights. The last subproblem treats the dissemination of the results and lessons of the research to appropriate leaders of mission agencies. Credibility, trust, and personal relationships were the first bridges to make in this process. For this part of the project, partnering with SEPAL was invaluable and irreplaceable. Times and places of information sharing are treated in the final sections of this chapter, but the issues of credibility and trust are implicit throughout the entire project.

Mainstreaming a Counter-Cultural Project: A Challenge to Disseminate Results of the Study of Religion in Guatemala

From the onset of the Joshua Project it was determined that the research would be mainstreamed throughout the Guatemalan evangelical community. The need for research was presented by SEPAL and initial actions were taken by the Regional Office of Middle America of the IMB. In order for the results of the study to benefit the entire Guatemalan Evangelical Church, the research had to be under the auspices of the neutral inter-denominational agency, SEPAL. It has a proven track record for successfully working with all Guatemalan evangelical groups and actively participates with the *Alianza Evangélica*. In order to bring the entire project under the umbrella of SEPAL, missionary Roger Grossmann was assigned by the IMB to SEPAL as the head of the Joshua Research Project.

In the initial phase of the project, Hector Pivaral, a Guatemalan member of the SEPAL team, wrote about some of the potential problems in presenting the results of the research project to Guatemalan leadership:

Just doing the statistical study of the national evangelical church necessarily puts us in a counter-cultural project. This is because many do not want to know or do not want to discover or do not want others to know the reality of the church. It is a cultural characteristic to hold onto an image. Contradicting this image is counter-cultural.

. . . to attempt to change the perception of the image will cause problems. With this sensitive cultural issue in mind, the following questions must be asked: How can we go to the Church and present to them a statistical project? Do we need to consider unique presentations for the Pentecostals, for the non-pentecostals, for the traditional denominations, or for the Neo-pentecostals?¹

Meetings were set with key leaders of the *Alianza Evangélica* to present the general concept of a religious survey in Guatemala. All leaders present admitted that they did not know the percentage of evangelicals but imagined it was somewhere between 33% to 45%. The leadership expressed great interest in the project once the goals were well stated. "The Joshua Project is a research project that will gather information which will give a clear picture of the state of the Church in Guatemala. When each denomination or mission agency has the results of the study, they will be able to evaluate their progress in light of the Great Commission, as well as to plan more effectively their course of ministry for the future."²

In order to assure participation, ownership, and valid input by the *Alianza Evangélica*, they were asked to appoint a committee to help produce a section of the General Survey.³ They later were asked to help to assist in locating surveyors, funds, and

¹ Hector Pivarol, personal correspondence, Guatemala, Guatemala, 20 April 2000.

² See Appendix 4.1 for the initial research proposal as presented to SEPAL leadership and leadership of the IMB Middle American team. Handouts from the first meetings with Guatemala leadership and mission agency leadership are in Appendix 4.3.

³ That is, section D of the General Survey in Appendices 4.10.5 and 4.10.6.

advertising to promote acceptance of the project and its results. They were also asked to encourage denominational leaders to find sponsoring churches in the Interior of the Republic to host the traveling surveyors. Three thousand color posters were handed out in subsequent meetings to announce the purpose of the Joshua Project and the future arrival of surveyors. These steps proved to be practical in that they reduced the costs of the project, and stimulated participation by the major denominations.

Assuring a Scientific and Valid Study

Credentials and credibility are profoundly important in Guatemala. From the inception of the project this researcher had the guidance of Dr. Edward Buchanan of Southeastern Baptist Theological Seminary and Dr. Samuel Bouchillon, a medical doctor, a private consultant and researcher, who works extensively in Third World antibiotic research. Dr. Mike McAleer, researcher of the Middle America Region of the IMB, also gave invaluable insights in the early planning stages. Their credentials, as well as this author's credentials, lent credibility to the project. Dr. Buchanan gave invaluable help in project design and served as a tireless consultant. Dr. Bouchillon consulted in survey execution and compilation of the data.

Determining Study Areas and Sample Sizes

The rugged mountains of Guatemala create natural travel and cultural divisions within the country. There are twenty-three different major languages in Guatemala and innumerable cultures and subcultures in this tropical country. All who know this country,

understand that culture, language, and religion are heterogeneous. Accurate projections for the entire country cannot be derived from small samples of regions or subcultures. Many areas and subcultures had to be sampled in order to get a clear representation of the entire country.

Guatemala is politically divided by Departments, which are similar in concept to provinces. Each Department is governed by a central town or city called a *cabecera*. Departments are divided further into *municipios* which are governed by the *municipalidad*, which can be a city, town, or a village. *Municipios* are then divided into the smallest political division, the *aldeas*, which contain towns, hamlets, settlements, or open land. Guatemala has 22 Departments and 330 *municipios*.

Determining Socio/economic Segmentation Factors for Guatemala City (12 Sample Areas)

Because the Capital and the Interior of the country are entirely different in demographics, cultures, and homogeneity, these two areas were treated distinctly. This study divides Guatemala City by socio-economic strata groups based upon discussions with supervisors in the *Area Jefatura de Salud* of Quetzaltenango.^{4,5}

⁴ Based upon an interview with Nora Morales, Director of Social services of the Department of Health, Quetzaltenango, Guatemala, 12 April 2001.

⁵ The *Instituto de Estadísticas* does not keep records on social classes. The Department of Health is the main governmental branch that works closely with demographic statistics, but they do not have hard statistics on economic strata either. As of 2001, no national census has collected this data and even Rentas, or the tax department does not have hard information. Most information that is given in this area is based upon estimates and projections due to this general lack of good data. This contributes to the fuzzy demographics of various socio/economic groups because there is no governmental baseline.

Figure 4.1

Economic Strata of Guatemala City and Surrounding Metropolitan Area

Economic Strata	Percentage of Urban Population	Sample Areas Surveyed	Names of Surveyed Areas with General Ages of Communities
Upper	0.5	1	Zone 14, 15 (Phone survey)
Upper Middle	3.5	1	Zone 14, 15 (Phone survey)
Middle/Middle	10	2	Zone 6 (new), 11 (Townsend II-established)
Lower/Middle	16	3	Zone 7 (Ciudad de Plata and Tikal I-old), Zone 12 (established), Vista Hermosa Petapa (new)
Upper/Lower	20	1	Zone 18 (established)
Middle/Lower	25	2	Zone 19 (La Florida-established, old), San Jose Villa Nueva (new)
Lower/Lower	25	2	Zone 6 (Proyecto 4-4 and Proyecto 4-10-new), Zone 7 (Bethania-new), Zone 12 (established)
Totals	100.0	12	

Figure 4.1 shows the general division of economic strata in Guatemala City.

Stratified samples representing each of the major economic classes of Guatemala City were randomly selected. In addition to economic classes, the sample areas were stratified by age of the communities. Age was categorized as older established areas, new areas, fast-growing communities (*colonias*), and resettlement areas.

Several samples of 400 were chosen for the larger economic strata of the lower and middle classes. This assured a good representation of that stratum.

Figure 4.2 indicates the projected sample size in each of the specific

areas and the actual amount of valid surveys completed.

Figure 4.2

Sample Sizes of Studied Economic Strata in Urban Guatemala Area

		Projected	Actual
<i>Asentamientos</i> new	Zone 6, 7	400	391
<i>Asentamientos</i> old (Lower/ Lower-Upper)	Zone 12	400	331
Middle/Lower S Jose Villa Nueva		400	387
Middle/Lower	Zone 19	200	260
Upper/Lower	Zone 18	200	199
Lower/Middle V. Hermosa Petapa		380	266
Lower Mid/Middle Mid	Zone 7	400	462
Lower/Middle	Zone 12	400	484
Middle/Middle	Zone 6	200	420
Middle/Middle	Zone 11	200	104
Lower/Upper	Zone 14	400	177
Middle/Upper	Zone 15	192	

Random Stratified Sampling of 44 *Municipios* in the Interior of Guatemala

The researcher first randomly selected 32 *municipios* in the Interior of the Republic which included 4 urban *cabeceras*, 5 urban *municipios*, and 23 rural *municipios*. After determining which major Indian groups were not represented in this random sample, 12 other primarily Indian *municipios* were randomly selected. In this way, the sample areas were stratified and contained a proportional mixture of *cabecerras*, urban, rural, Spanish, and Indian populations. The Indian languages covered in the 44 sample areas of the Interior are: Quiché, Cakchiquel, Tzutuil, K'ekchí, Mam, Akateco, Chuj, Qanjobal, Sakapulteco, Achí, Pokomchí, Ixil, Tacaneco, Chortí, and Pokomam. This list contains the largest Indian people groups. Figure 4.5 lists the studied *municipios* with their respective populations. Figure 4.4 shows the distribution of study areas in the Interior of Guatemala.

According to norms of population studies, approximately 400 samples are necessary to make accurate projections for a given population over 5,000.^{6,7} In order to make allowances for incomplete data or invalid surveys, 420 samples were assigned in each *municipio* studied.⁸ Within individual *municipios*, each *municipalidad* along with two or three outlying *aldeas* were selected for study. Ratios of expected surveys between the *aldeas* and *municipalidad* were determined according to the proportion of population

⁶ Paul D. Leedy and Jeanne Ellis Ormrod, *Practical Research: Planning and Design, Seventh Edition* (Upper Saddle River, New Jersey: Merrill Prentice-Hall, 2001), 221.

⁷ Sample size interpolations were taken from data from R. V. Krejcie and D. W. Morgan, *Determining Sample Sizes for Research Activities. Educational and Psychological Measurement* (Sage Publications, 1970), 608 quoted in Paul D. Leedy and Jeanne Ellis Ormrod, *Practical Research: Planning and Design, Sixth Edition* (Upper Saddle River, New Jersey: Merrill Prentice-Hall, 1997), 211.

⁸ In order to facilitate data gathering and reduce costs, an average of 300 surveys were taken in the following Indian *municipios*: Jocotan, Santa Cruz del Lago, Santiago Atitlán, San Miguel Ixtahuacan, Tacaná, Nebaj, Sacapulas, San Miguel Acatán, San Mateo Ixtatán, and San Cristóbal.

in the *municipalidad* versus the outlying *aldeas*. Figure 4.4 is an example of a portion of the worksheet used to determine specific sample sizes in each *municipio*.

Figure 4.3

Randomly Stratified *Municipios* from Interior of Guatemala Studied in the Joshua Project

Department	<i>Municipalidad</i>	Pop. Muni	Department	<i>Municipalidad</i>	Pop. Muni
Guatemala	San Pedro Sacatepequez	31,271	San Marcos	Pajapita	15,557
El Progreso	Sansare	10,841	Huehuetenango	San Miguel Acatan	23,500
Sacatepequez	Sumpango	27,753	Huehuetenango	San Juan Atitán	16,552
Chiquimula	Jocotan	36,747	Huehuetenango	San Mateo Ixtatan	31,411
Chimaltenango	Zaragoza	17,410	Huehuetenango	San Juan Ixcoy	20,737
Escuintla	Tiquisate	38,562	El Quiché	Santa Cruz El Quiché	46,608
Escuintla	Palin	24,914	El Quiché	Nebaj	51,643
Santa Rosa	Casillas	21,977	El Quiché	Sacapulas	33,714
Santa Rosa	Oratorio	19,352	El Quiché	Canillá	3,231
Sololá	Santa Cruz Del Lago	3,453	El Quiché	Pachalum	8,121
Sololá	Santiago Atitlan	29,380	Baja Verapaz	Rabinal	29,342
Totonicapan	Totonicapan	103,173	Alta Verapaz	San Cristóbal	40,706
Totonicapan	San Francisco El Alto	49,068	Alta Verapaz	San Pedro Carchá	159,574
Quetzaltenango	Concepción Chiquirichapa	21,349	Alta Verapaz	Fray Bartolo de Las Casas	39,471
Quetzaltenango	Cantel	31,457	Petén	San Andrés	15,103
Suchitepequez	San Antonio Such.	36,162	Izabal	Puerto Barrios	92,507
Suchitepequez	San Miguel Panan	7,984	Izabal	Morales	89,359
Retalhuleu	San Sebastian	21,654	Zacapa	Zacapa	58,771
Retalhuleu	El Asintal	25,401	Zacapa	Estanzuela	11,201
San Marcos	San Miguel Ixtahuacan	33,323	Zacapa	Usumatlan	9,958
San Marcos	Tacaná	70,823	Jalapa	San Pedro Pinula	43,162
			Jutiapa	Yupiltepeque	11,572
				Totals	1,513,854

The entire study had 56 sample areas between Guatemala City and the Interior of the Republic. In 46 of these areas, an average of 380 surveys per area were projected. In 10 areas, 300 surveys were projected. This totals 20,480 surveys to be made throughout the entire country of Guatemala.

Figure 4.4

Sample Worksheet to Determine Minimum Sample Size in Study Areas

Dept	Muni	Municipio	Name	Population Type	Population	Percent of Total Muni	Sample Breakdown	Populati of Muni	0.5% Confidence
3	4	SUMPANGO	SUMPANGO	PUEBLO	13,905	82	329	27,753	397
3	4	SUMPANGO	CHIPOTON	CASERIO	926	6	22		
3	4	SUMPANGO	SAN RAFAEL EL ARADO	CASERIO	887	5	21		
3	4	SUMPANGO	EL REJON	ALDEA	1,070	6	25		
				population studied	16,788		397		
4	15	ZARAGOZA	ZARAGOZA	VILLA	6,177	70	263	17,410	377
4	15	ZARAGOZA	RINCON GRANDE	CASERIO	657	7	30		
4	15	ZARAGOZA	JOYA GRANDE	CASERIO	978	11	42		
4	15	ZARAGOZA	LAS LOMAS	ALDEA	1,064	12	45		
				population studied	8,876		380		

Survey Designs

The General Population Survey to Measure the Quantity and Quality of Christianity

Development of the Research Tool for the General Survey

The survey contains four categories of information gathering questions.⁹ Section A has typical demographic questions about race, age, gender, literacy, type of work, area of residence, etc.^{10, 11} Section B determines church affiliation. Section C deals with frequency of attendance in the church. The information from the first three sections gives demographic information related to religion in general, such as the overall percentage of

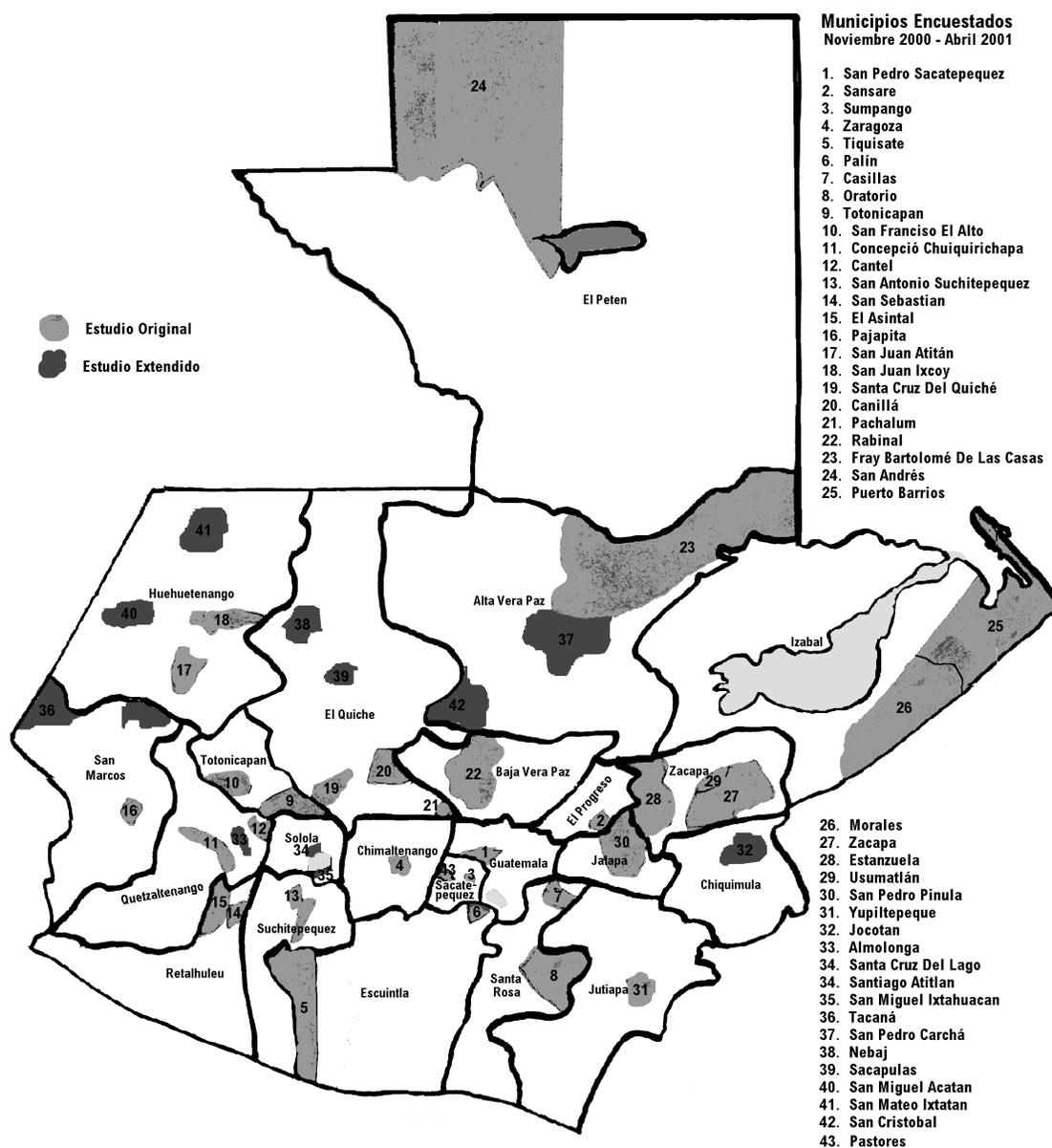
⁹ See Appendices 4.10.5, 4.10.6, 4.10.7 and 4.10.8 for the field survey and scoring sheet.

¹⁰ A.4 was designed to enter the address of the respondent. This was to be used as a quality control device for supervisors to confirm survey work. Because addresses are nonexistent in rural areas and fringe areas of the cities, this proved to be so confusing that this field was left blank after several weeks of survey work.

¹¹ Though dates were kept on each survey batch, it would be better to include a field for the survey date on each form.

evangelicals, numbers of adherents to specific denominations, concentrated evangelical areas, areas of lostness, etc. The results of these sections are treated in Chapter 5 of this paper. Section D deals with attitudes, actions, and opinions of the respondent. This consists of 49 questions.

Figure 4.5 Sampled Municipios for the General Survey and Pastoral Survey



The scoring sheet was designed to be scanned electronically and the resulting information stored in a database. The scanner and Teleform program reliably read blocked circles or spaces. Due to handwriting quality, letters and numbers are read with less precision. The score sheet was designed to record as much blocked information as possible, with the least amount of written information as possible. Each letter sized page contains three sets of score spaces.

An Initial Explanation of the Forty-nine Questions in the General Survey

The last section of the General Survey contains 49 questions to gather information over areas such as basic evangelical doctrine, cardinal Catholic doctrine, ethics, superstitions, Mayan beliefs, morals, and attitudes about the church. This information is designed to give insight into levels of syncretism, Bible application, and discipleship. There is also a question about usage and coverage of Christian Radio. The initial theological, moral, and ethical questions were developed by two local pastors and this researcher. The questions relating to culture, Mayan Beliefs, and Superstitions, were developed by a Guatemalan anthropologist, Luz Marina Delgado; a businessman, Guillermo Santos; and this researcher. Both Delgado and Santos are former Catholics whose insight into Catholic culture was invaluable. All questions were then presented to the members of the Guatemala City SEPAL team and to members of the *Alianza Evangélica* who then made clarifications, deletions, and additions. Final refinements in content and wording were made after three pilot surveys were completed. The pilots also confirmed that most Guatemalans would respond to the 49 well-framed questions in a

personal survey. The volume of questions was problematical for phone surveys and the survey was modified accordingly. (See Appendix 4.12.)

The questions were designed to be answered with a simple "Yes," "No," or "I Do Not Know." The latter is abbreviated with the question mark, "?". This simple response design was used in place of a Likert scale as most of the population is illiterate and therefore are concrete thinkers.^{12, 13} Details of the questions used are in Appendix 6.1 entitled "An Explanation of the 49 Questions in the General Survey."

The scores derived from the answers from questions in Section D of the General Survey offer clear understanding about a specific group's level of Christian commitment. The questions are designed to demonstrate the level of syncretism in areas of Catholic doctrine, Mayan teachings, and Catholic practices. They measure very basic Christian doctrine that relates to foundational themes of salvation and the exclusivity of Christ's claims. Christian morals, attitudes and actions, are measured in a combined category called "Christian Living." These parameters together provide the data necessary to evaluate the degree of internalization of the Gospel. The results from these questions help Christian leaders to evaluate the effectiveness of the training and discipleship of their denomination.

¹²The Likert scale raised much confusion in pilot rural settings. This not only slowed down the process but created uncertain answers by the respondents. These people responded more readily to affirmative, negative or unknown.

¹³Each question has a value of 1 point if it is answered correctly according to Biblical norms and -1 point if he incorrectly answered according to Biblical standards. If the respondent did not know the answer or was unsure of the answer, the score was 0 points. When an answer should be known by a Christian, a neutral answer received -1 point.

Designing the Pastoral Survey to Give Insight into Denominational Health and Needs

The Pastoral Survey was designed by this researcher and members of the SEPAL team. After initial design, the survey was presented to a committee of the *Alianza Evangélica* for their input and revision. The tool was designed to give general church information and specific felt needs of pastors. It is designed for a friendly audience who gives thought to the questionnaire. It is divided into the following categories: general demographics, education, ethnolinguistic information, discipleship, finances, use of time, pastoral experience, general church information, and perceived educational needs. In the design stages some pastors expressed skepticism about obtaining sensitive church growth information. All were excited about the tool's ability to pinpoint the pastors' felt training needs. This feature made the survey's perceived intrusiveness tolerable to leaders.

The survey itself was reduced to two pages and designed to be written on.¹⁴ There was no special data sheet for this survey. Final data for these surveys were entered into a database by hand.

Denominational Leader Structured Interviews to Discover Lessons and Strategies from Successful Denominations

Structured interviews were designed for leaders of the twelve fastest growing or major denominations.¹⁵ The interviews were designed to obtain the following information: a brief history of the denomination and reasons for significant growth, interventions of God in the work, the role of leadership and its development in the work, general religious education and discipleship, special problems and challenges in the work,

¹⁴ See Appendix 4.11.1 for the survey and its format.

¹⁵ A special thanks to Abner Rivera for helping in interview design.

status of missions, and the Church's involvement in social ministries in Guatemala. At times the interviews departed from the guide as they flowed with the context and discussion of each leader.

These interviews are designed to be published and shared with the entire evangelical church. Most denominations do not have an idea what other groups are doing because they are heavily focused on their own work. These interviews are meant to serve as tools of encouragement and learning between denominations. The general questions for the interviews are found in Appendix 4.13.

Field Testing the General Survey

Before entering into the massive nation-wide survey, the SEPAL team tested preliminary surveys and procedures on a small scale with twelve volunteers in the rural town of Comitancillo, San Marcos and later, two areas of Guatemala City. Procedures are in Appendices 4.6 through 4.18 and reflect the final results after pilot testing.

Procedurally, SEPAL learned that there must be continuity among the surveyors. They had to be trained in map reading, understanding interviewee selection, proper administration of the surveys, appropriate interaction with the interviewees, and proper record maintenance. Surveyors had to familiarize themselves with the survey tools, and be an integral part of a team so as to keep vigil over the safety of each team member. The pilot work demonstrated that surveyors had to be employed in order to assure consistent, quality work under difficult working conditions.

The content and style of the General Survey were refined as a result of the pilot study. The pilot demonstrated consistently that certain questions were unclear, and others provoked a long answer. The field workers discovered that certain questions refined by

educated theologians had to be rephrased in order to be clearly understood on the street. Part of the demographic section of the General Survey was also modified due to the observations of the field workers.

A former SEPAL researcher told Kory Eller that we must "test, test, and retest the survey." The lessons learned from the pilot studies refined the research tool. The lessons gave this researcher a practical idea of the time frame and number of paid workers required to execute successfully the entire data collection.

Executing the General Survey

Recruitment of Surveyors

SEPAL offices were responsible for the recruitment of surveyors. On the basis of survey work of the past, they decided upon minimum qualifications for surveyors. The Joshua Project was advertised through leaders connected to the *Alianza Evangélica*, Christian Radio, and by the leadership of major denominations. Because of heavy denominational participation in initial planning, research tool development, and communication, most denominations centered in the Capital aided in recruitment of surveyors.

The advertised qualifications for surveyors were:

- ◆ Age: between 20 and 30 years
- ◆ Sex: Male or a married couple without children
- ◆ Civil State: Single or Married
- ◆ Education: *Diversificado* or Ninth grade is minimum
- ◆ Must be a mature Christian
- ◆ Must be well-groomed and mannered
- ◆ Must be available to travel outside of the Capital a week at a time
- ◆ Preferably has previous survey experience and has worked in primitive areas.

Training

All surveyors were trained in a week long session which included classroom and field work components. The major purpose and goals of the project were presented to the surveyors.¹⁶ They understood their positions as ministers, who were contributing to the expansion of the Evangelical Church of Guatemala. The following themes were covered: The Employee-Employer Relationship; How to Present the General Survey; Details of General Survey; The Pastoral Survey; How to Use Maps; How to Write for the Computer Scanner; Safety and First-Aid; Ethics and Honesty, and Personal Commitment. The surveyors put their training into practice throughout the week under teacher supervision. Problems and doubts were addressed in group sessions.

Supervision

Surveyors were divided into groups of five people with one assigned as the group leader. Each week, groups were assigned specific *municipios* to survey. Teams were given maps with specific houses or streets to survey in different parts of a city or town.¹⁷ Team leaders were responsible to assure that each member completed their allotment of weekly surveys. At the end of each day, the team leader reviewed each survey to assure it was completed and filled out legibly. If it was not, then the surveyor had to copy the information to a fresh answer sheet.

Mapping information made it possible to assure that a representative cross section of the community was sampled. The samples were always a mixture of older sections of

¹⁶ See Appendices 4.4, 4.5, and 4.6 for some of the materials used in training.

¹⁷ See sample maps in Appendices 4.10.2, 4.10.3, and 4.10.4.

town, new settlements, slums, rich sections, etc. The maps served as a guide to office supervisors who at a later date could double check that given areas had been surveyed.

Data Collection

Four trained survey teams of five were sent out in mid-November, 2000. Three of the teams completed the entire five months of surveys with the last data collection finished in late April 2001. Two new teams of five were brought in after January of 2001 and March of 2001. Teams were instructed to survey only one member per household between the ages of 19 and 56 years. No surveys were to be made with people in the streets or in a public gathering, but rather, surveys were to be made in specific houses that were marked on maps of all survey areas. If the respondent was not at home, the surveyor went to the next house. Maps were marked with 50% more houses than necessary to give leeway for no response due to lack of interest or to the respondent not being home. Teams were instructed to maintain purposefully an equal ratio of male to female respondents. Teams were monitored weekly as their work was evaluated. Spot checks by supervisors were made in work areas each week to assure the integrity of data collection.

Reporting and Evaluation

Each week, survey teams debriefed in SEPAL offices or the Quetzaltenango offices. Completed survey forms with observations were turned in during this time. Survey work from the previous session was evaluated. Evaluations were based upon goals, completeness, and neatness of survey work.

Processing of the Data

Original survey forms were sent to the United States and scanned into a database using Teleform. The electronic data were mailed via email attachment to Guatemala, processed, and then compared twice with the field copies of the surveys. During the process, all inconsistent surveys were eliminated. Overall, nearly 4% of the surveys were discarded because of common errors such as, illegibility, incompleteness, and logically contradictory answers (eg. a single man whose wife attends church). Several teams had problems entering the correct geographic codes on a number of occasions, but due to redundant record keeping, it was possible to make corrections. Nearly 2% of the data did not have critical demographic information such as race and class. This type of omission was usually easy to extrapolate due to the context of other results in the same area of the same week of study. A very small number of unrecorded religious data could not be reconstructed, making it necessary to eliminate the entire record. At the beginning of the project, surveyors committed more entry and omission errors but these were greatly reduced due to weekly evaluations.

The cleaned data were manipulated with Microsoft Excel, Microsoft Access and Systat 8.8.

Disseminating the Results of the Research

General Survey: Demographics of the Church

In July of 2001, the SEPAL group made an initial presentation of the demographic data to the *Alianza Evangélica*, an interdenominational group that represents most

traditional evangelicals, in order to solicit feedback and critique. Three weeks later, the general demographic information was presented to a large conference of 104 evangelical denominational leaders in the Hyatt Hotel of Guatemala City. Although many were disappointed with the lower than anticipated percentage of evangelicals, all leadership was grateful and strongly supported the research results.

The results of the demographic section of the study were completed in late 2001. SEPAL printed the initial materials in a reader friendly format in their monthly newsletter, "*Notas Para Pastores.*" This periodical newsletter is delivered to all major denominations with nearly one third of all evangelical pastors receiving it. "*Notas*" contained some preliminary information which has been updated in Chapter 5 of this document. The newsletter is in Appendix 4.18. The final contents of the demographic section were emailed to SEPAL leadership in November of 2001.

A focus group was held with IMB leadership in Richmond, Virginia on 9 November 2001 to present and discuss data derived from the research. Jim Slack of the IMB Office of Research, along with his staff, were present. Phil Templin, (the D.Min. project field supervisor as well as Region Leader) and Ken Sorrell of the Middle America Leadership Team were present as well. This researcher was accompanied by Edward Buchanan and results, techniques, and conclusions were presented and discussed. The results of the discussions are found in the body of Chapter 5, "The Quantity and Location of the Evangelical Church in Guatemala: The Demographic Study of Religion," as well as in the accompanying appendices.

General Survey: The Level of Internalization of the Gospel in Guatemala

Results pertaining to internalization of the Gospel or the health of the church were presented in two focus groups. The first was presented to SEPAL in Guatemala City on 9 November 2001. The second focus group met with IMB personnel in Richmond, Virginia on 15 April 2002. (This was the same IMB personnel as the previous 21 February Demographic Study in Richmond.) The discussions centered on syncretism and lost people groups. IMB personnel made many helpful suggestions to simplify the presentation of some materials. Chapter 6, "The Nature of the Typical Evangelical in Guatemala," and Chapter 7, "A Comparison of the Level of Internalization of the Gospel among Major Denominations of Guatemala" reflect suggestions made by the IMB staff. Final reports were emailed to the members of the Area Office-IMB, the Office of Research-IMB and SEPAL on 29 June 2002.

Analysis of the Reasons Why Certain Denominations Have Experienced Explosive Growth in Guatemala

General discussions of the reasons for growth of the Evangelical Church have consistently been interwoven in all focus groups and conferences. Final reporting was sent to the Leadership Team of IMB Middle America Region, Office of Research-IMB and SEPAL on 3 June 2002. The final report is the contents of Chapter 3 of this document, "Factors for the Miraculous Growth of Evangelicals in Guatemala until 1991 and the Subsequent Plateau in Church Growth: Secondary Research."

Lessons of Successful Denominations

An initial report of the lessons from other denominations was given to SEPAL leadership in Guatemala City on 24 April 2002. Final reports were sent to the Leadership Team of IMB Middle America Region, Office of Research-IMB and SEPAL on 3 June 2002. The final report is the contents of Chapter 8, "Inside the Evangelical Denominations of Guatemala: The Leaders Speak."

Conclusion

The design and implementation of the Joshua Research Project were successful in obtaining the necessary data to fulfill the needs of this research project. The manner in which the data was collected, processed, and disseminated, created a high level of credibility and acceptance by Guatemalan evangelical leaders, the Office of Research of the IMB, the Middle America Leadership team-IMB, and SEPAL.