



OUR
UNFAIR
ADVANTAGE

Course Guide

by Dr. Jim Harris

Introduction and Overview

Thank you for downloading this **Course Guide**.

This **Course Guide** guide is designed as both a self-directed and small group teaching aide to help you learn the spiritual principles, revelations and applications in my book, ***Our Unfair Advantage: Unleash the Power of Holy Spirit in Your Business***.

We developed this guide to align with the book chapters and the video teaching course. Each lesson includes the following sections: **Objective, Key Points, Key Verses, Revelation and Activation Questions** and space for you to make **Notes and Action Steps**.

We encourage you to:

- Download a free eBook version of ***Our Unfair Advantage*** at www.TKI.global.
- Print out this **Course Guide** for yourself and every team member to use and keep for future reference.
- Use this to guide along with the teaching videos on our website to maximize your learning and retention.

This **Course Guide** is a Kingdom seed, freely given (Acts 3:6) to business leaders like you with a passion to unleash the power of Holy Spirit to transform companies, communities and nations for the glory of God.

Since God truly owns it all, we at [The Kingdom Institute](http://TheKingdomInstitute.com) **give you full permission** to share excerpts from this guide in whatever manner you desire and freely distributing them to others as you are led by Holy Spirit.

For as we share this teaching seed around the world, Jesus will reap a great harvest for His Kingdom in business through your obedience.

Unless otherwise noted, scripture quotations are taken from *The New Kings James Bible* via The Bible Study App for Mac Version 5.4.3 (5.4.3.1) Copyright © 1998-2013 *Olive Tree Bible Software*.

A Personal Note to Group Leaders

Here are a few suggestions on how you can best lead your group through this course.

- **Preparation:** Read the assigned chapters and review the discussion questions in advance. Be familiar with the book's key themes and scriptures.
- **Participant Preparation:** Encourage everyone to bring a Bible, journal, pen and their paper copy of ***Our Unfair Advantage*** book at each session.
- **Timing:** Each **Lesson** is designed for a 60-90 minute meeting, assuming participants have read the assigned chapters beforehand. Adjust the timing and questions as needed to suit your group's dynamics and spiritual maturity.
- **Environment:** Create a welcoming, non-judgmental space where participants feel safe to share personal experiences and challenges.
- **Opening Prayer:** Open each session with prayer, inviting Holy Spirit to guide you and your group in the discussions and applications.
- **Group Meeting:** Watch together each video lesson by Dr. Jim before you begin discussions. Encourage each member to watch the videos before and after each session for greater learning and retention.
- **Meeting Facilitation:** Encourage everyone to participate, but do not force people to respond. Use open-ended questions to encourage discussion such as:
 - "What did you learn from this video and your reading?"
 - "How did this lesson most impact you?"
 - "What is one thing you have learned and how will you apply at your work?"
- **Action Steps:** Encourage everyone to create simple Action Steps to activate the Lessons into their business and professional lives. Keep a list on each group member's Action Steps and encourage them to use them at work.
- **Closing Prayer:** Close each session with prayer. Invite group members to participate in this time of prayer and intercession.

A Personal Note to Disciples

This **Course Guide** is designed for you to be used in two ways.

First, you can use this as a self-study guide for your individual development, revelations and activations.

Second, this **Course Guide** is best used within a small group learning environment. We encourage you to form a small group who agree to meet regularly (weekly) and learn together as a team.

General Guidelines for Disciples

Self-Study Guidelines

- **Before You Begin:** Read all of ***Our Unfair Advantage*** to gain an overview of its process, key points, and fundamental precepts of how to be led by Holy Spirit.
- **Read One Chapter at a Time:** Take your time and slowly dig deep into the concepts page by page. Use this **Course Guide** as your journal to make notes, record revelations and help you better discern the voice of Holy Spirit as you study. We encourage you to have an additional journal for more extensive note taking.
- **Complete All Exercises:** We encourage you to complete all the exercises built in the book as well as answering the questions and activities in this **Course Guide**. Since you are studying this on your own, you need to take the time to complete every activity we suggest to enjoy the full revelations and wisdom Holy Spirit has for you in this study.
- **Create a Small Group:** Now that you have a deeper understanding of the keys to unleashing the power of Holy Spirit in business, we encourage you to become a Group Leader (an Ambassador) and disciple others in what you have learned. Visit www.TKI.global to learn more on how to become an Ambassador.

Small Group Guidelines

- **Follow Your Leader:** The most important suggestion we offer to you is to be a humble learner and follow your group leader as they guide you through this study. Please follow their instructions on how to be prepared for each group session.
- **Preparation:** Complete all the assignments your leader suggests including reading, journaling, and more.
- **Day of Group Meeting:** Bring your Bible, journal, pen and your copy of ***Our Unfair Advantage*** (if possible) to each session.
- **Participation:** We encourage you to ask questions, share your challenges and your victories with one another. As you do, everyone grows - including your group leader.

- **Action Steps:** Ask Holy Spirit to guide you into the specific **Action Steps** He desires you to activate in your business. Write them down in the **Course Guide** and schedule them in your work calendar or business plan.
- **Prayer:** Be an active participant on the opening and closing prayers as you leader allows. When you pray with other disciples, you practice praying in more boldness and power.

Lesson 1 – What Leads You?

Objective: Recognize ways you can be mis-led by the world’s way of business and why being led by Holy Spirit is a competitive advantage in business.

Key Points

- There are over nine major ways leaders (including Christians) can be misled in business.
- If you are not led by Holy Spirit in business, you have no competitive advantage at work.

Key Verses

- Joshua 24:15
- Romans 8:14
- John 16:7
- 1 John 2:15-16

Revelation and Activation Questions

- Which of the nine “What Leads You” categories most describes how you lead yourself and your business? Note and share an example where you have been misled by something other than Holy Spirit. Describe the impact it had on you and your business.
- What does Romans 8:14 (“being led by Holy Spirit”) mean to you? Share with your group.
- Do you agree or disagree with Dr. Jim’s statement that “if you are led by the ways of the business world, you have absolutely zero competitive advantage over your competition.” Why or why not? Explain.

Notes & Action Steps

Lesson 2 – The Big Shift

Objective: Understand the benefits of shifting from the world’s way of doing business into being led by the power of Holy Spirit in business.

Key Points

- The “big shift” is a monumental transition for many of us in business.
- Satan is your real enemy in business.
- Choosing to be Spirit-led in business is the greatest business decision you can ever make, promising both earthly and eternal rewards.

Key Verses

- John 14:16-17
- John 10:3-4
- 1 Corinthians 2:9-12
- John 16:13
- Deuteronomy 28:4-6 & 7-11
- Romans 12:2
- Proverbs 3:5-6
- John 10:10

Revelation and Activation Questions

- What are your reservations about making the Big Shift to becoming a Spirit-led leader?
- Which of the six reasons to make the Big Shift is your favorite reason? Why?
- Dr. Jim suggests that satan is the #1 enemy of your business. Do you agree or disagree? Explain.
- On a scale of 1-10 (with 1 = never & 10 = always), where do you rate yourself right now on being led by Holy Spirit in business? Why did you give yourself this rating?
- Dr. Jim shared his greatest struggle to become a Spirit-led leader was total submission to the Lord: “Anything - Anywhere.” What are your greatest challenges to becoming a Spirit—led business leader?

Notes & Action Steps

Lesson 3 – Roadblocks

Objective: Learn seven major roadblocks you face becoming a Spirit-led leader and develop strategies to overcome them.

Key Points

- Roadblocks are expected in your journey to become a Spirit-led leader.
- It is critical to recognize seven common roadblocks in this journey.
- Satan will do all he can to divert you from your Spirit-led destiny in business.

Key Verses

- 1 Corinthians 2:14-16
- Luke 10:40
- Matthew 15:12
- Mark 9:23-24
- Matthew 26:75
- Matthew 14:29-32
- Romans 12:2

Revelation and Activation Questions

- Seven (7) roadblocks are listed that can halt your journey to becoming a 2%er. Which ones are the most challenging to you? Why?
- Why is Romans 12:2 critical to overcoming these roadblocks?
- What other roadblocks are you facing? Share with your group and discuss how to take steps to overcome them.

Notes & Action Steps

Lesson 4 – How to Prepare

Objective: Discover five essential keys to prepare yourself to become a Spirit-led leader.

Key Points

- It's more than prayer.
- It's more than a voice.
- You must be wholehearted.
- Trust in the Lord and His process.
- Armor up.

Key Verses

- Proverbs 24:27
- Acts 16:7
- Luke 2:27
- Numbers 14:24
- Proverbs 3:4-5
- Ephesians 6:10-13
- James 4:7

Revelation & Activation Questions

- Why is it important for you to be both personally and spiritually aware of what is happening in and around your business?
- Describe why it is important to be sensitive to your “inner knowing” - of Holy Spirit speaking to you in more than an audible voice?
- What might be keeping you from being totally wholehearted for the Lord in your business? Share and pray over this with your group.
- Armor of God Declaration: Based upon Ephesians 6:10-17, write out your personal Armor of God Declaration. Read it aloud every morning for one week. Note and journal how this declaration helps you become more prepared to be fully Spirit-led.

Notes & Action Steps

Lesson 5 – Practice

Objective: Learn why practice is the first key to unleashing your unfair advantage in business.

Key Points

- It takes time to train yourself to identify Holy Spirit as your witness.
- Start practicing with small, low-risk opportunities to gain confidence in hearing His voice.
- Intentional practice teaches you to block all the outside noise that distracts you from hearing God's voice.

Key Verses

- Acts 1:8
- Romans 8:16
- Matthew 6:11
- 1 Samuel 3:4-5

Revelation and Activation Questions

- Practicing to hear the voice of Holy Spirit must be a high priority for anyone in business. What are your biggest challenges to making this a daily, consistent routine of your work life?
- Holy Spirit speaks to different people in different ways (for example, through the Word, a whisper, an inner knowing, through others, in prayer, etc.). In what way does Holy Spirit most often speak to you?
- In the video teaching, Dr. Jim shares a great story on how an executive team asked Holy Spirit to share something God wanted each employee to know came from Him. Take one minute and ask Holy Spirit if there is something He wants you to share with a work friend or customer.
- Write down two ways you can make practicing a more intentional Spiritual focus in your business life. Share them with a partner and help hold each other accountable for practicing this week.

Notes & Action Steps

Lesson 6 – Check Before You Act

Objective: Learn a simple process to ensure what you hear is from Holy Spirit.

Key Points

- There are three easy steps to help you confirm what you heard is from Holy Spirit.
- Your greatest decision maker in business is having the peace of God.

Key Verses

- John 5:19-20
- John 12:49-50
- John 14:10
- John 8:3-9

Revelation and Activation Questions

- Why is it important that you check before you act when learning how to hear the voice of Holy Spirit?
- Dr. Jim suggests a good place to start your “Check” is to slow down. Is this a challenge for you? Why?
- Describe a time when you sensed satan pressured you into making a decision at work. What were the signs that this pressure was from satan? Describe what happened.
- Why is it critical to block all the outside noise as we are led by Holy Spirit? List ways you can block the outside noise at your work.
- Dr. Jim teaches that the peace of God should be your greatest decision maker in business. Agree or disagree? Why?

Notes & Action Steps

Lesson 7 – Seek a Witness

Objective: Learn why seeking a witness of another believer is a critical step in unleashing the power of Holy Spirit in business.

Key Points

- One witness (you alone) is enough to make a spirit-led decision.
- Two witnesses (you and another) are even better especially when facing key issues at work.
- Your greatest team building strategy at work is to ask others to seek a witness with you.

Key Verses

- Proverbs 14:5
- Romans 8:16
- Acts 15:25
- Acts 15:28
- Acts 15:34

Revelation and Activation Questions

- Based on Romans 8:16, Dr. Jim suggests both in the book on in this video teaching that “one witness is enough.” What does that mean to you? Why is “one witness” often all you need in business?
- Study the three verses listed above in Acts where you read the phrase, “It seems good.” Write down and discuss in your group what that means to you.
- Why is it important to avoid asking others such questions as, “How do you feel about / think about / What’s your opinion on” rather than to ask “Do you have a witness on ____?”
- Seeking a witness at work is a powerful team building strategy. Do you currently have someone at work who is a believer and you can trust to seek a witness? If not, who do you know outside your company who can partner with you when you need to seek a witness? Discuss how best to apply “seek a witness” to your business.

Notes & Action Steps

Lesson 8 – Quench Not the Spirit

Objective: Become aware of the ways we can easily suppress the divine influence and power of Holy Spirit at work.

Key Points

- It is easy to ignore the voice of Holy Spirit in business.
- We can easily smother His voice by focusing on what is happening around us.
- Holy Spirit is a “He” - a spiritual being - and can be grieved just like us.

Key Verses

- 1 Thessalonians 5:16-19
- Mark 8:18
- Luke 10:40
- Ephesians 4:30

Revelation and Activation Questions

- Dr. Jim suggests that “Quench Not the Spirit” is where the real business battle begins. Agree or disagree? Explain.
- Describe a time in business where you know you ignored Holy Spirit and did something your way rather than His way. What was the outcome? How & why did you ignore him?
- Martha was greatly distracted on something “good” rather than what was “best.” Discuss and write down ways you can avoid smothering the voice of Holy Spirit at work. Keep this list handy at work and refer to it weekly.
- In the video lesson, Dr. Jim describes a time when he tried to “reattach pruned vines.” What does that mean to you? How might you be attempting to reattach pruned vines in your work while ignoring, smothering or grieving Holy Spirit? Discuss how this impacted your business and what you must do to avoid repeating doing this in the future.

Notes & Action Steps

Lesson 9 – Don't Be Moved

Objective: Learn three ways to be unshakable in your Spirit-led business.

Key Points

- Satan will do everything he can to stop you.
- Why It is critical to know “the one thing I do” in business and not be moved from it.
- Many of your greatest achievements in business will take much longer than you expect.

Key Verses

- John 2:5
- Genesis 6:22
- Hebrews 4:12
- Acts 20:22-25
- Ephesians 6:10-20

Revelation and Activation Questions

- Why is it so critical not to be moved by anything other than Holy Spirit in your business?
- What is most critical “the one thing I do” in your work that you must do to be effective and successful? What can you do to keep better focus on “the one thing I do”?
- Are you dealing with some “Noah moments” in your current business? Share these with your group for their input, wisdom and prayers.
- What are your favorite verses to speak over your business? Take 10 minutes to ask Holy Spirit to reveal even more verses for you and your business. Share and pray these verses over yourself and your group.

Notes & Action Steps

Lesson 10 – Pray Bold Prayers

Objective: Understand why and how to pray bold business prayers that are answered.

Key Points

- Safe, timid prayers never unleash the full power of Holy Spirit inside you.
- God loves to answer your bold prayers.
- You must ask, expect and believe or you may not receive.

Key Verses

- Joshua 10:12-13
- Acts 4:29-31
- 1 Chronicles 4:10
- Matthew 7:7-8
- Psalm 37:4-5

Revelation and Activation Questions

- Why do bold business prayers please God more than safe business prayers?
- Righteousness was a key reason God answered Jabez' bold prayer. What does righteousness mean to you and why is it so important to your bold prayers?
- Ask, believe and expect are the there keys to bold prayers being answered. Why do you need all three? What happens if any one of these keys are missing?
- Draft 2-3 bold prayers over your business. Share with your group. Pray these prayers over your business everyday for a week, and also prayer with your group over their prayers everyday for a week. Journal how God moved as you prayed these prayers and note breakthroughs you experience.

Notes & Action Steps

Close & Call to Action

Objective: How to sustain your momentum and join our global movement.

Revelation and Activation Questions:

- From the book, which of the “Keep it Going” strategies are best for you? What is your plan to activate them?

- What are the 3 most important lessons you learned in this course? Share these with your group.

- What would be the benefits to you of becoming a financial partner with The Kingdom Institute?

Call to Action:

- **Lead** a small group to help them learn how to unleash the power of Holy Spirit in their business.
- **Purchase** and share copies of ***Our Unfair Advantage*** with others.
- **Connect** with us at hello@TKI.global and share your business successes and testimonies.
- **Partner** with us at www.TKI.global/Partner to join our global business movement.

Additional Resources

Visit The Kingdom Institute website at www.TKI.global for access to many free resources on how to work and live in the Presence, Power and Preeminence of Holy Spirit including:

- Free teaching series with group and self-study guides.
- Free books and manuals.
- Special topic videos and teaching materials.
- Links to other great resources and information.

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Thank you!