

“Wine and Milk: ‘I Done It for Love’”

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Social theory

- ◆ **Two gasoline stations**
- ◆ **Barry Schwarz, in *The Paradox of Choice: Why Less Is More*, notes that how an offer is _____ can make all the difference in the world.**
- ◆ **Two Asian villages**
- ◆ **When it comes to human choice, _____ makes all the difference in the world!**
- ◆ **Schwarz: “It is the framing of the choice that affects our _____ of it, and in turn affects what we _____.” (66)**

Scripture

- ◆ **II Corinthians 5:14, 15—“If One died for _____, then _____ died.”**
- ◆ **How much of all is all?**
- ◆ **Paul hasn’t changed his gospel tune by a single note!**
 - **Romans 3—All have sinned, and all have been justified freely by grace (vv 23, 24).**
 - **Romans 4—God justifies or acquits the ungodly (v5).**
 - **Romans 5—By one man we were all lost, and through the other Man, we were all found and pardoned and justified (v 18).**
 - **Romans 5:18—“So then, as through one trespass there is condemnation for _____, so also through one righteous act there is life-giving justification for _____.” (Holman Christian Standard Bible)**
- ◆ **The _____ human race was in Christ when He died for the _____ human race.**
- ◆ **II Corinthians 5:18-21—“ . . . *not counting the world’s trespasses against them.*”**

❑ **Social theory and “the everlasting gospel”**

- ◆ **Buying a car with options: “People in the first condition [options already on the car] ended up with many more options than people in the second [add the options one by one]. This is because when options are already attached to the car being considered, they become part of the endowment and passing them up entails a feeling of loss. When the options are not already attached, they are not part of the endowment and choosing them is perceived as gain.” (Schwarz 72)**

- ◆ **Two social theory realities:**
 - **“_____ aversion”**
 - **We all hate to _____ .**
 - **“Some studies have estimated that losses have more than _____ the psychological impact as equivalent gains.” (70)**

 - **“The _____ effect”**
 - **“Once something is _____ to you, it’s _____.” (71)**
 - **“_____ hurt more than _____ satisfy.” (72)**

- ◆ **Could it be that the “everlasting gospel” of _____ justification is God’s strategic and intentional appeal to our human “endowment effect” and “loss aversion” for the sake of maximizing the number of His earth children who will say _____ to Him for eternity?**

- ◆ **Schwarz: “It is the framing of the choice that affects our perception of it, and in turn affects what we choose.” (66)**

“For the love of Christ compels us”

“Framed”, framing, perception, choose, all, all, everyone, everyone, whole, whole, Loss, lose, twice, endowment, given, yours, losses, gains, universal, Yes,