

A close-up, low-angle shot of a person's feet wearing dark hiking boots with red laces and treaded soles, walking on a rocky and grassy trail. The background shows a hilly landscape with dry, golden-brown grass under a clear blue sky.

# Overcoming The 7 Deadly Traits

What the Canaanite Conquest Teaches  
About Dealing With Difficult People

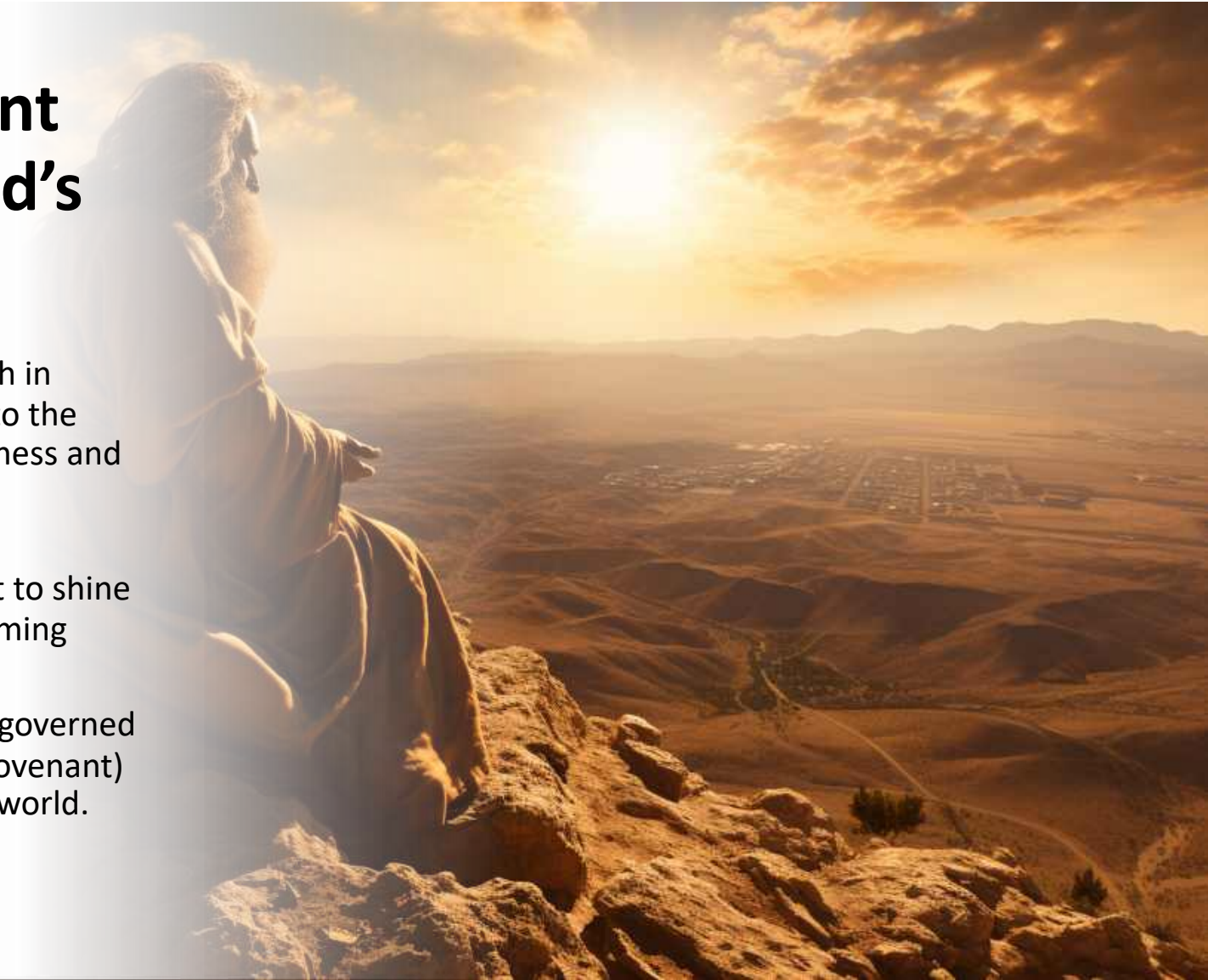
A person in a long, light-colored robe stands on a rocky cliff, looking out over a vast, hazy landscape. The scene is bathed in the warm, golden light of a sunset or sunrise, with the sun low on the horizon behind a range of mountains. The landscape below is a wide valley with winding paths and distant hills, all shrouded in a soft, golden haze. The person's shadow is cast on the rock in front of them.

## Canaan: A Place Chosen By God

- Canaan is described as the land that God chose for His people.
- The human soul (or heart) is the seat of God's presence under the New Covenant.
- Just as Canaan was chosen by God for His dwelling with Israel, so the believer's heart / soul is chosen and set apart for the indwelling of the Holy Spirit.

# Canaan: Meant to Display God's Glory

- God intended Israel to flourish in Canaan and become “a light to the nations,” showcasing His holiness and His blessing among them (Deuteronomy 4:5–8).
- The Christian's heart is meant to shine as evidence of God's transforming grace (Matthew 5:14–16).
- The way Israel inhabited and governed Canaan (according to God's covenant) was to be a testimony to the world.



# Canaan: Conquest and Cleansing

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- Israel's taking possession of Canaan required driving out corrupt nations and tearing down idols (Deuteronomy 7:1–5).
- The Israelites still had battles to fight and had to rely on God's power to succeed
- In a similar way, the "land" of our heart must be cleansed of sin, idolatry, and whatever opposes God's will.
- When we speak of "spiritual warfare," we are referring to resisting temptation, rooting out sinful habits, and overcoming the "old self."





## **Canaan: A Lifelong Process**

- Even after Israel had taken much of Canaan, pockets of resistance remained. The people had to remain vigilant.
- Conversion does not instantly remove all sin or temptation from a believer's heart. Sanctification is a process, gradually conquering "the flesh" and growing in holiness
- Just as Israel could never forget its covenant obligations, Christians must continually abide in Christ to maintain victory and spiritual vitality.



# The Canaanite

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- Traveling merchant. Slick. Cunning. Disregard for the truth.
- Not to be trusted. Do or say whatever it takes to get the sale.
- **Main attribute:** They will often misrepresent their needs, withhold pertinent information and lie about the competitor's offer.
- **Your response:** Be firm. Show integrity and provide face saving opportunities where necessary. Don't be a Canaanite.

# Dealing With The Canaanite

- Always follow up with written confirmation. This helps:
  - Establish a verifiable “paper trail” of what was said.
  - Clarify any misunderstandings immediately.
  - Reduce the other party’s ability to later deny or distort verbal statements.
- Ask clarifying questions in writing. This will:
  - Discourage blatant falsehoods (since they have to put them in writing).
  - Give you a tangible basis for pointing out inconsistencies.



# Dealing With The Canaanite

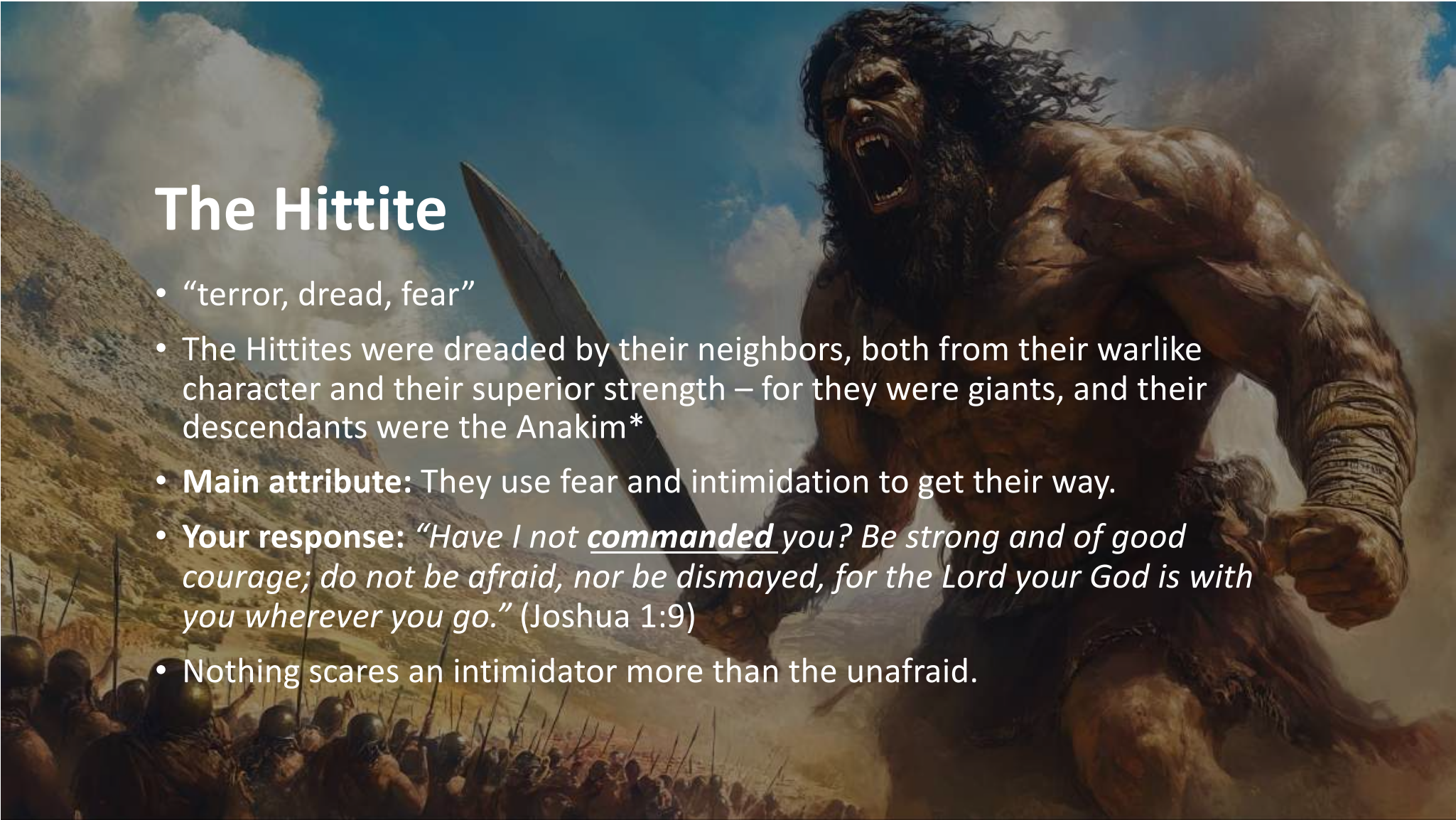
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- Listen for underlying needs and motivations. Even if they misrepresent details, they still have core needs or problems to solve.
- Use open-ended questions such as....  
“Can you tell me more about...?” That will elicit more details and can expose contradictions.



# The Hittite

- “terror, dread, fear”
- The Hittites were dreaded by their neighbors, both from their warlike character and their superior strength – for they were giants, and their descendants were the Anakim\*
- **Main attribute:** They use fear and intimidation to get their way.
- **Your response:** *“Have I not commanded you? Be strong and of good courage; do not be afraid, nor be dismayed, for the Lord your God is with you wherever you go.”* (Joshua 1:9)
- Nothing scares an intimidator more than the unafraid.



# Dealing With The Hittite

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- Prepare thoroughly.
- Maintain composure and confidence (shows fear tactics are ineffective)
- Avoid immediate concessions.
- Know your walk-away conditions.
- Set clear boundaries early and outline the agenda
- Counter fear tactics with facts



# The Hivite

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- “Villager” or “serpent” (because they were reputed to live in holes like snakes.)
- Their abode was Mt Hermon\*
- **Main attribute:** The devil comes to kill, steal and destroy. They will lie, cheat and steal from you if possible. May kill your business.
- **Your response:** Operate in wisdom, the beginning of which is the fear of the Lord.



# Dealing With The Hivite

- Maintain strict documentation and processes.
  - Written agreements
  - Audit trails (keep good records (written and recorded))
- Control the terms and payment structure.
  - Use irrevocable payment forms (wire transfers, credit cards, upfront payments)
- Include clear penalties for breach
- Maintain vigilant relationship management.
  - Set boundaries and expectations.
  - Regular check-ins
- Strengthen your position
  - Leverage scarcity and competition



## The Perizzite

- “unwalled villages” - “a rude people of Canaan”
- Don’t want boundaries.\*
- **Main attribute:** Hesitant to commit to a contract or agreement. They much prefer ambiguity over specificity.
- **Your response:** Shift emphasis from price to value. Assure them of the mutual benefit of a win / win arrangement.

# Dealing With The Perizzite

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- Understand their motivations and concerns
- Offer flexible but clearly defined options
- Build trust through “back stage” treatment
- Identify “must-haves” vs “nice-to-haves”
- Collaborate on the solution vs dictate it





## The Girgashite

- “clay dweller”. Not a good place (“*He also brought me up out of a horrible pit, Out of the miry clay, And set my feet upon a rock, And established my steps.*” Psalm 40:2
- Clay can be made to look good (i.e. pottery), but not suitable for defense.
- “Feet of clay” is never a compliment. “We’d rather flee than fight”
- **Main attribute:** Weakness. Can look good, but it’s a façade. Will avoid conflict by avoiding you when possible. Not built to last. Short term thinking.
- **Your response:** Eliminate pressure. Make it easy to say “no” while making it desirable to say “yes”

# Dealing With The Gurgashite

- Use gentle language
- Offer “no-strings” conversations
- Give multiple “exit ramps”
- Suggest smaller commitments first
- Ask permission to go deeper\*
- Be transparent about pros and cons (vulnerability)
- Focus on immediate payoff
- Offer short or flexible commitments





# The Amorite

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- “to say or speak” “to bring to light”
- Inference: boasting, bragging, excessive speech. Talking big.
- Amos 2:9 refers to the Amorites as being as tall as cedars and as strong as oaks, underscoring their strength and formidability.
- **Main attribute:** Prone to exaggerate. Will overstate competitors offer and exaggerate the potential size of their purchase.
- **Your response:** Be confident. Speak the truth.



# Dealing With The Amorite

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- Respond with curiosity rather than skepticism. For instance: “That sounds impressive—can you tell me more about how that number was arrived at?”
- Summarize and restate what they said: “So, you’re suggesting that the competitor is offering the product at 50% of our price and can deliver in one week, correct?”  
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- Focus on verifiable facts + leverage third-party references
- Call out inconsistencies tactfully.”



# The Jebusite

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- “to tread underfoot” “to despise or hold in contempt”
- A very warlike people who retained possession of Jerusalem until the time of David.
- **Main attribute:** Disrespect you. Don’t show for appointments. Disregard you. Consider you like gum on the bottom of their shoe, but they need what you have.
- **Your response:** Model the behavior you’d like to see. “Being reviled, we bless; being persecuted, we endure; being defamed, we entreat.” (1 Cor 4:12-13)

# Dealing With The Jebusite

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- Stay calm and polite
- Re-assert your value and expertise
- Protect your position
- Redirect or Defer When Personal Attacks Arise
- Evaluate the Relationship's Viability (Is it worth it?)\*

