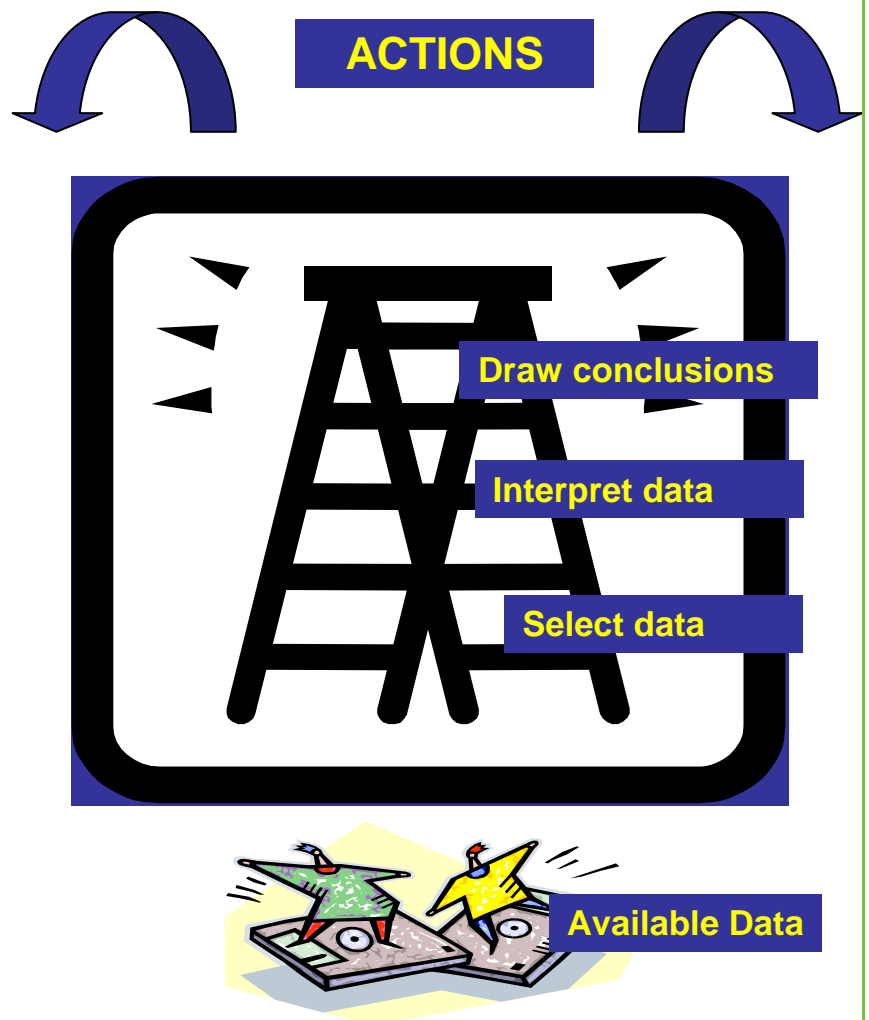


Ladder of Inference

- Quick Thinking : sometimes gets in the way
- Our context: our assumptions determine the data we select
- Determines the “truth”
- Determines the actions we take
- Determines our assumptions



The Ladder of Inference

Resolving differences and learning from one another is difficult. People can, and do, reach different conclusions. When the conclusions seem obvious, no one sees a need to say how they reached them BUT when people disagree, they often hurl conclusions at each other from the tops of their respective ladders.