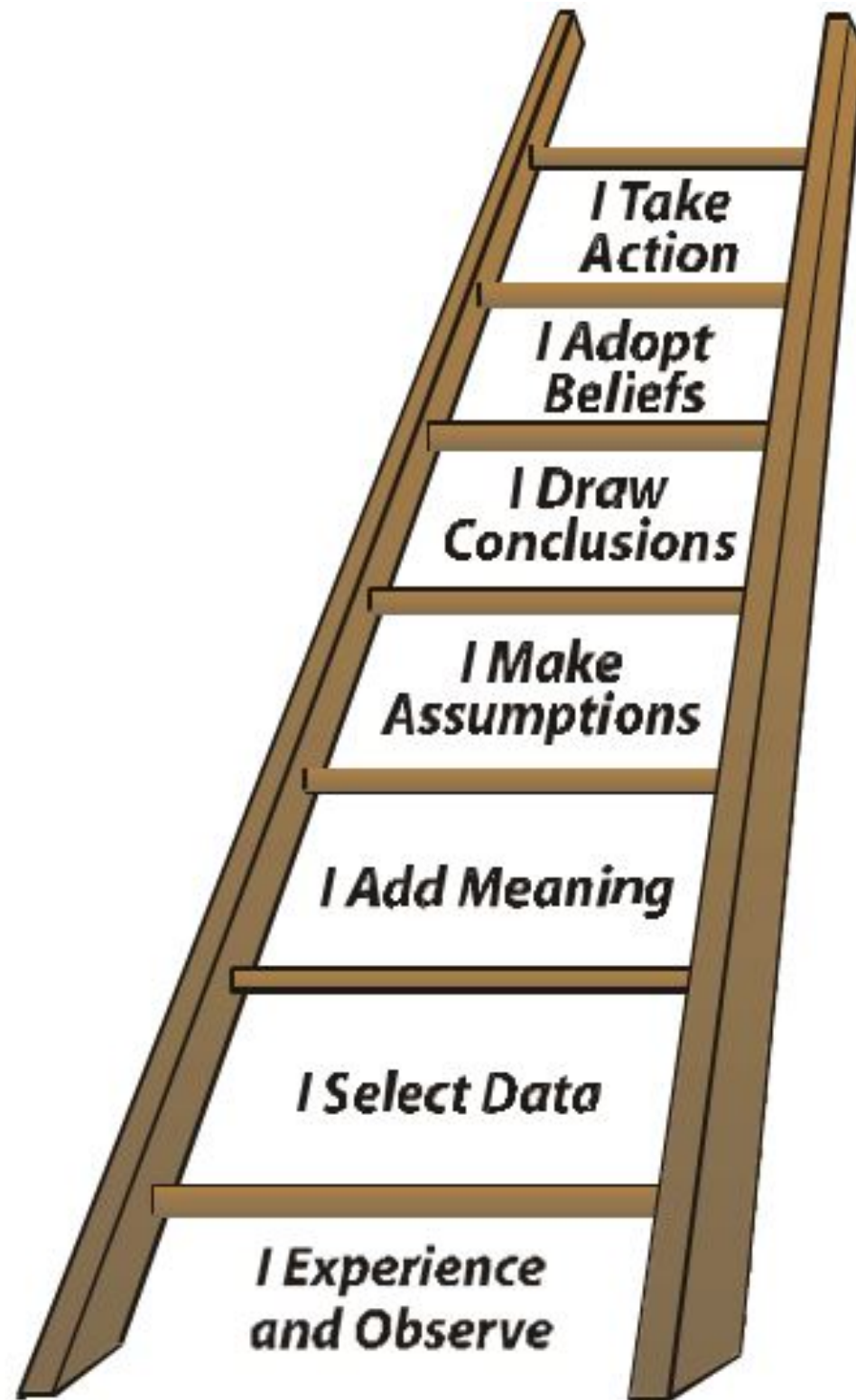


# Ladder of Inference



**I act** based on my beliefs as if they were proven facts. And I adjust new data to fit my beliefs

**I adopt** beliefs, based on my conclusions, as if everyone has the same conclusions and beliefs.

**I draw conclusions**, based on my assumptions, and based on what is best for me, and those I care for.

**I make assumptions** that my data and meaning are accurate, and represent reality.

**I add meaning**, based on what I feel is reasonable, according to the data I selected.

**I select data** that I feel is relevant, and discard data that seems irrelevant.

**I experience and observe** data as a video camera captures data. I hear words, observe body language collect information.