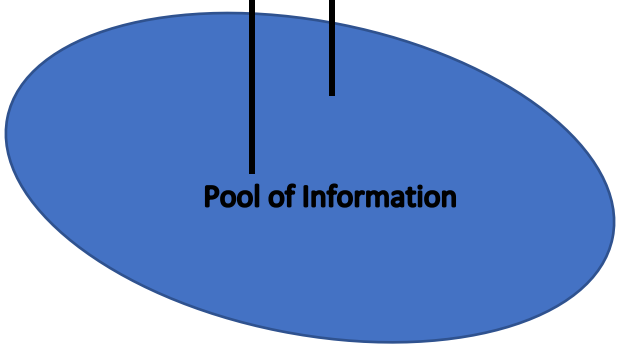
LADDER OF INFERENCE

OUR LADDER	THEIR LADDER
CONCLUSIONS What are your conclusions?	CONCLUSIONS What are their conclusions?
FILTERS How are you interpreting the data?	FILTERS How might they be interpreting the data?
DATA What data are you selecting?	DATA What data might they be selecting?
What data might you be missing?	What data might they be missing?



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