

LADDER OF INFERENCE

Who am I communicating with?

What are we discussing?

MY LADDER		THEIR LADDER
CONCLUSION What is my conclusion?		CONCLUSION? What is their conclusion?
INTERPRETATION How am I interpreting the data?		INTERPRETATION How might they be interpreting the data?
DATA What data am I selecting?		DATA What data might they be selecting?
What data might I be missing?		What data might they be missing?