



The Ladder of Inference

Avoiding Jumping to Conclusions

Have you ever been accused of "putting 2 and 2 together and making 5," meaning that the other person thinks you have jumped to the wrong conclusion?

In today's fast-moving world, we are always under pressure to act now, rather than spend time reasoning things through and thinking about the true facts.

Not only can this lead us to a wrong conclusion, but it can also cause conflict with other people, who may have drawn quite different conclusions on the same matter.

In a fast business environment, you need to make sure your actions and decisions are founded on reality. Likewise, when you accept or challenge other people's conclusions, you need be confident that their reasoning, and yours, is firmly based on the true facts. The "Ladder of Inference" helps you achieve this.

Sometimes known as the "Process of Abstraction," this tool helps you understand the thinking steps that can lead you to jump to wrong conclusions, and so helps you get back to hard reality and facts.