The Ladder of Inference[6]

A tool to identify how thoughts and beliefs influence actions

Act — I take action based on my beliefs

Believe — I adopt beliefs based on my conclusions

Conclude — I draw conclusions from my assumptions

Assume — I make assumptions based on my meaning

Add Meaning — I add meaning to my observations

Filter — I select data from what I observe

Observe, Sense — I sense and observe

Observable data & experiences- what exists & is perceivable

The Reflective Loop:
Our beliefs impact what data we select next time

The Action Loop:
Our actions lead to new data and experiences

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