

The Seven Horses of Abductive Reasoning

C.A. Corriere | SJ Technologies | DOES 18



Isn't that wonderful?



I don't know. Maybe.

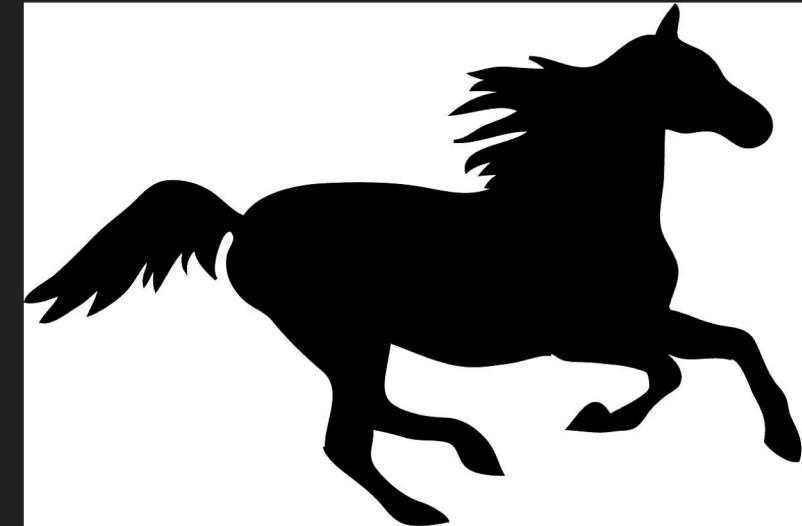
Once upon a time a socialite
invited the entire village to a
party.



The next morning the farmer's horse runs away.

"Isn't that bad?"

I don't know. Maybe.



Late that night, the horse came home with seven wild horses.

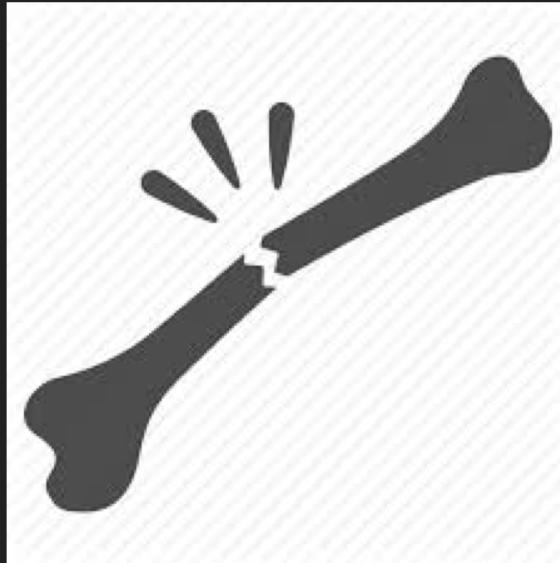
Isn't that great?



I don't know. Maybe.

The farmer's child breaks their leg taming one of the horses.

Isn't that terrible?



I don't know. Maybe.

War Breaks Out. A Conscription Officer comes to town.

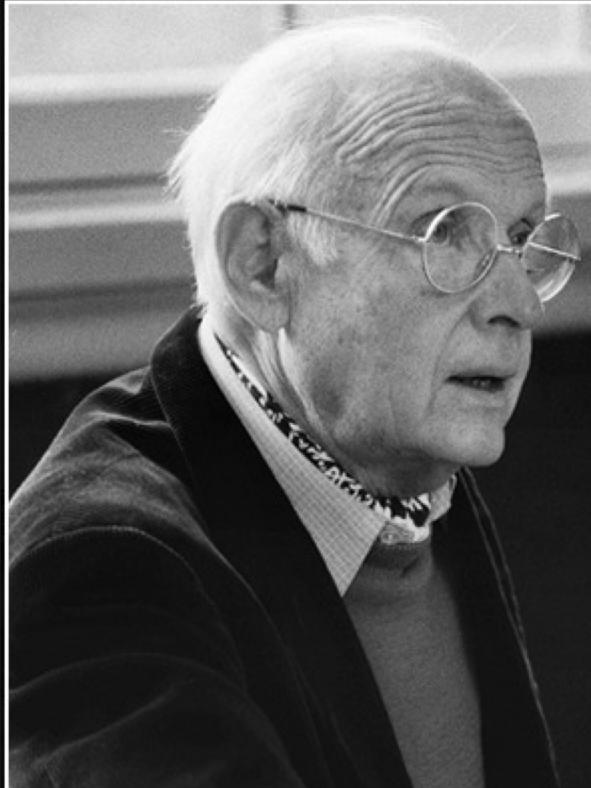
Isn't that great?

Isn't that bad?

I don't know. Maybe.



Time passes. The farmer prospers. The war ends.



As time passes by and you look at portraits, the people come back to you like a silent echo. A photograph is a vestige of a face, a face in transit. Photography has something to do with death. It's a trace.

— *Henri Cartier-Bresson* —

The former Socialite ends up working for the farmer.

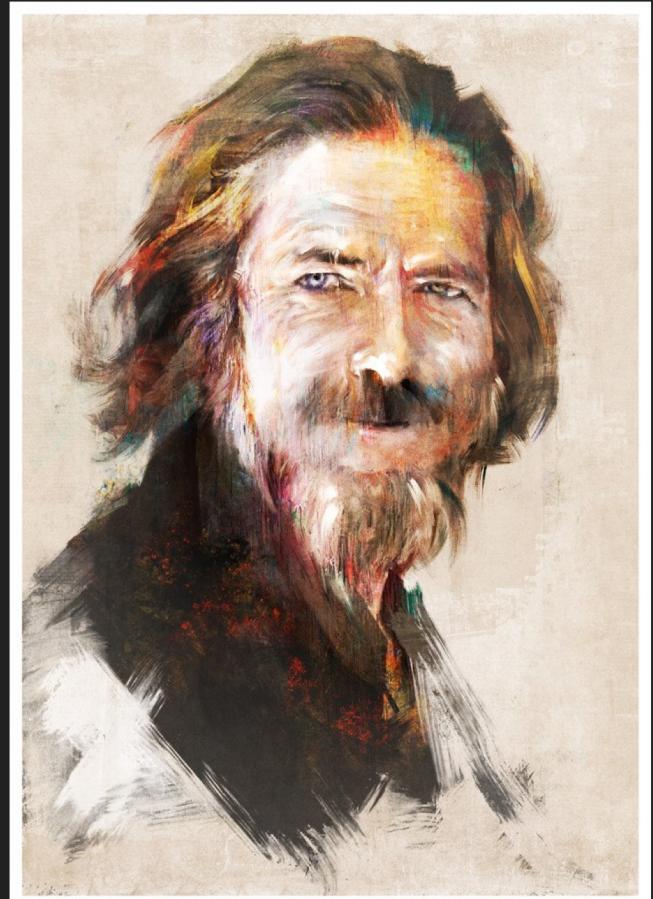
Isn't that sad?



I don't know. Maybe.

“Nature is an integrated process of immense complexity and it's really impossible to tell if anything that happens in it is good or bad because you never know what will be the consequences of misfortune, or you never know what will be the consequences of good fortune.“

Alan Watts



Requisite Variety

Nature bets on a few different horses.

“Survival of the fittest” is not about winning or losing. It’s about survival.



The farmer was focused on the survival of the village.

Collaboration Demands a Flatter Ontology.

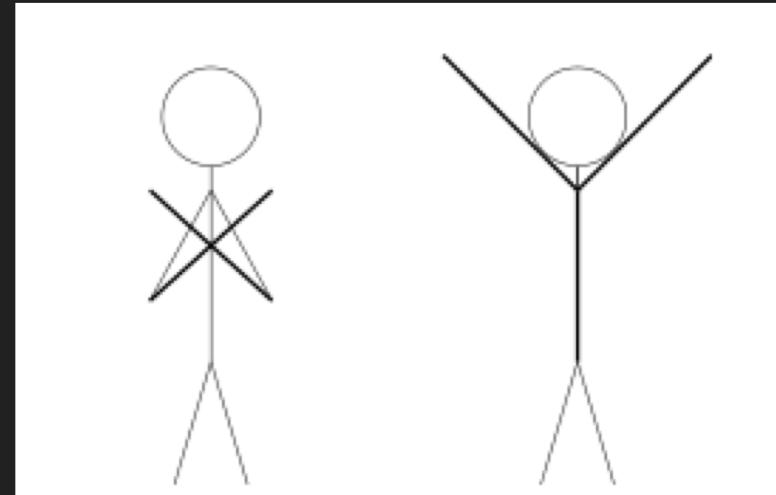
Theory X

Towering hierarchical structure.

Theory Y

Flat, decentralized. See holacratic.

We need some of both.



This requires a different kind of reasoning.

Three Kinds of Reasoning

Deductive - Top down logic

Inductive - Bottom up logic

Abductive - What seems most probable?



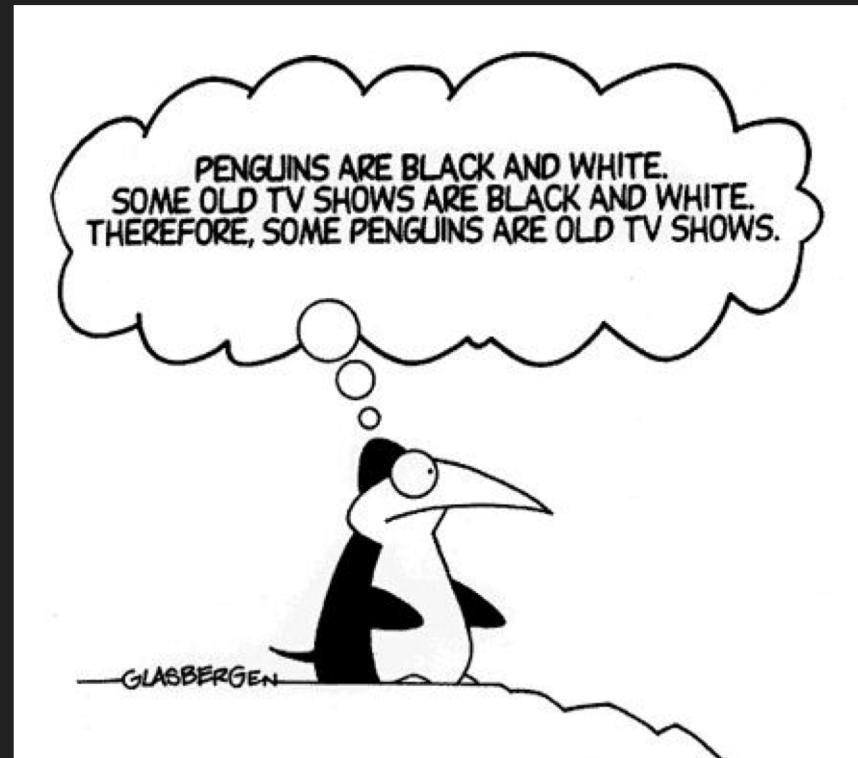
Deductive Reasoning - Top down logic

1. All people are mortal. (First premise)
2. Socrates is a person. (Second premise)
3. Therefore, Socrates is mortal. (Conclusion)



Inductive Reasoning - Bottom Up logic

3. This ignite talk has 20 slides.
2. The other ignites have 20 slides.
1. All ignite talks have 20 slides.



Abductive Reasoning. What's most likely?

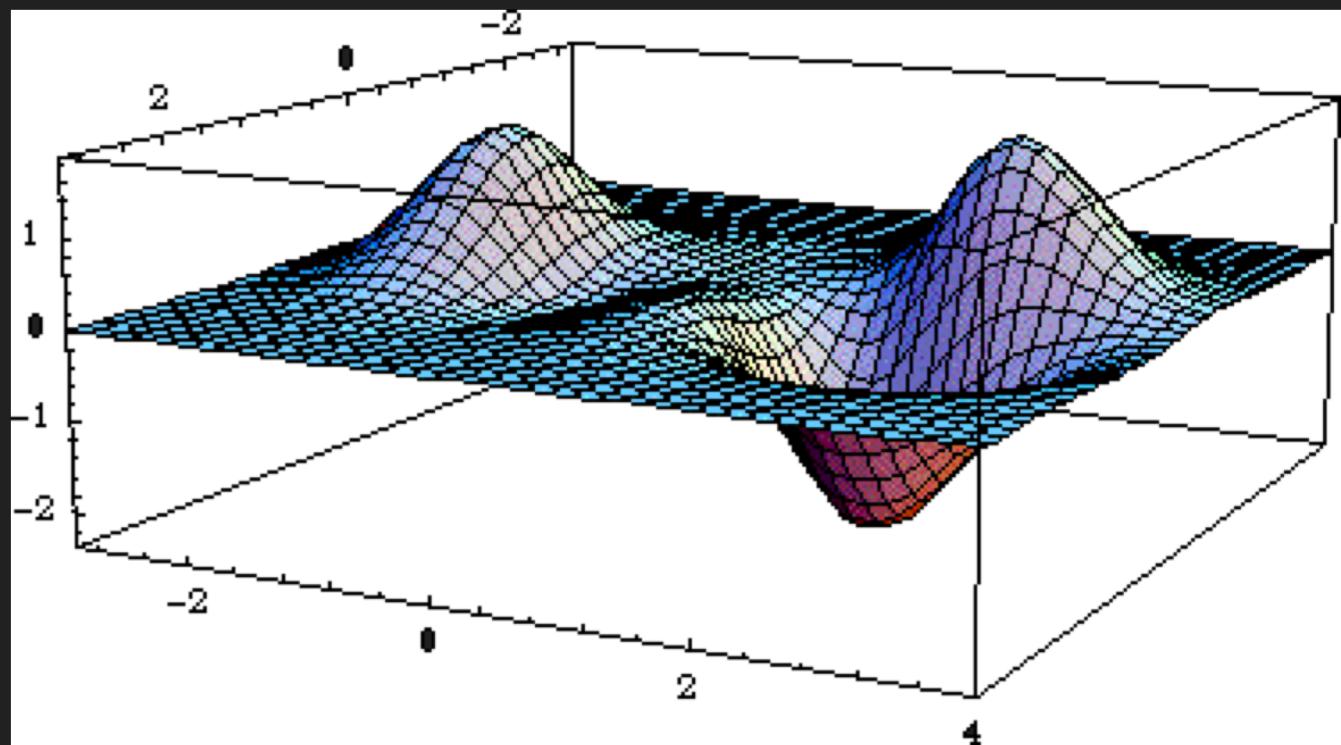


Parallel Safe-to-Fail Experiments

Where's the gravitational pull?

Where's the inertia?

Could this be flatter?

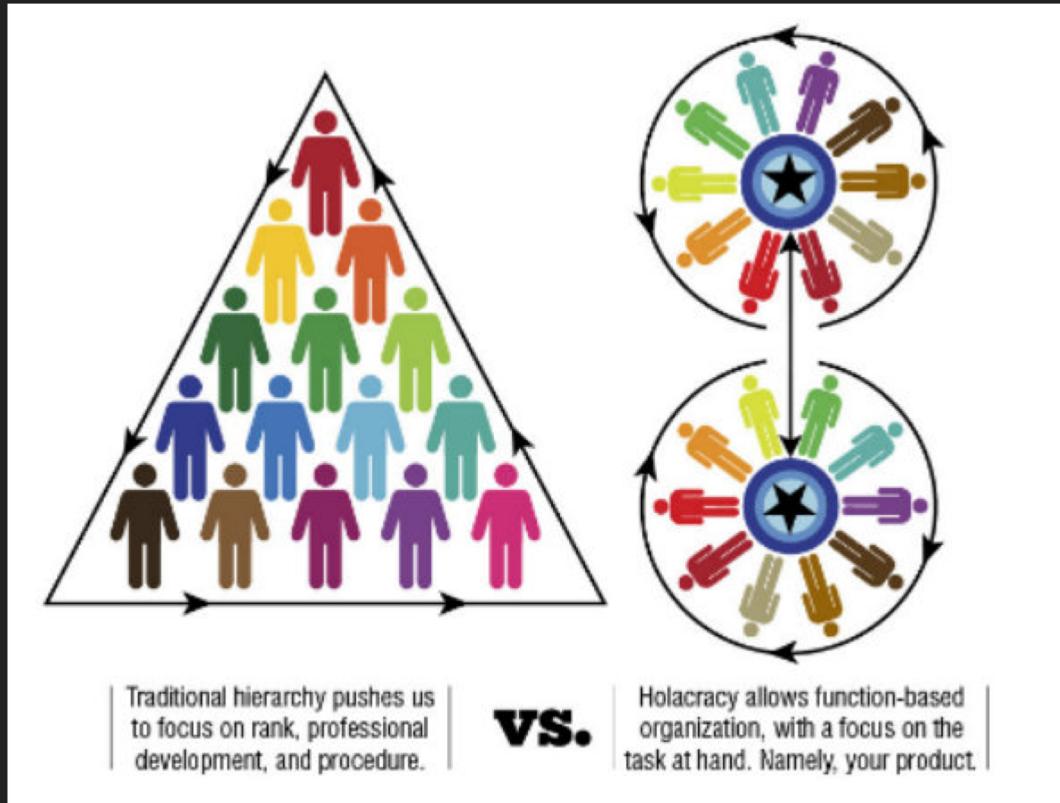


Why Customer Culture is Different from
Traditional Organizational Culture



Hierarchy doesn't help feedback get to leadership.

Some Structure is Necessary.



@cacorriere

"No, left foot, LEFT foot,
yeah, right there."



"Now EVERYBODY SCRATCH!"

How can you
collaborate with your
**customers &
employees**
on a peer level to
deliver more feedback
& value?

Do You Have a Map?



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@sjtechcorp



Chris Corriere

Sociotechnological Mathematician @ Large

