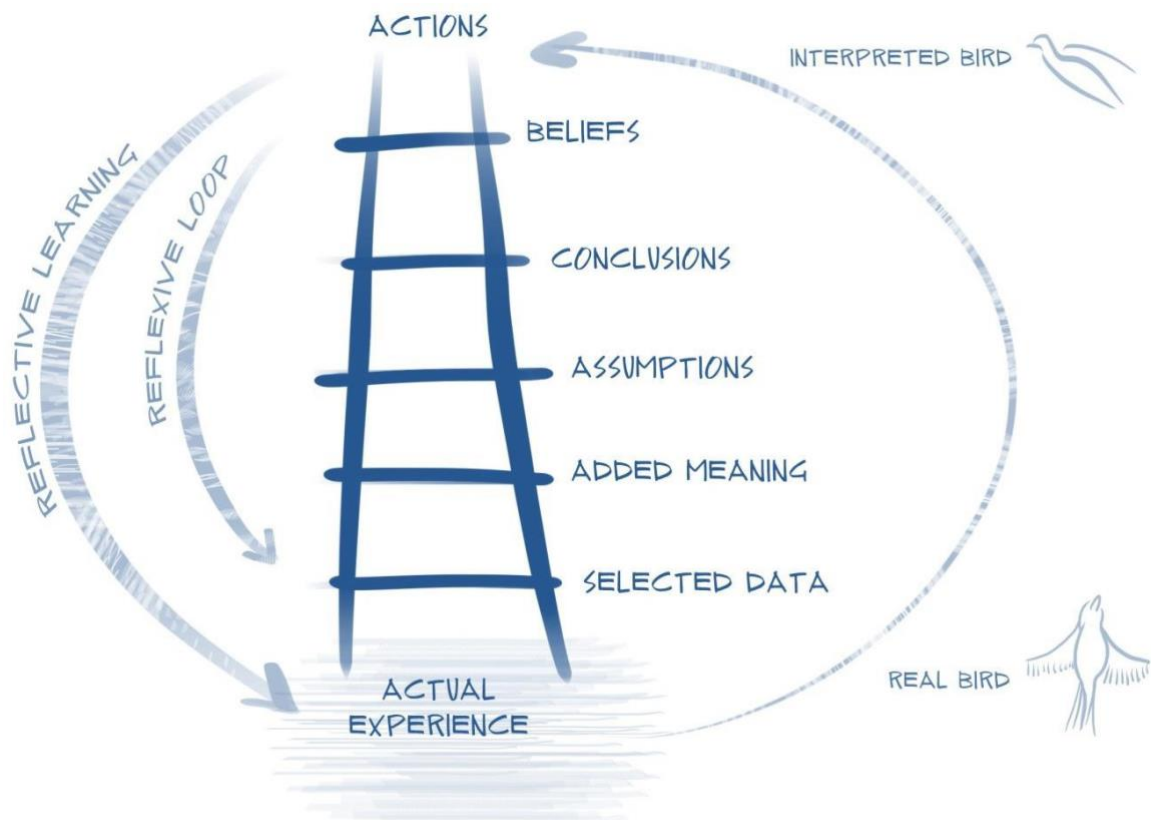


## *Ladder of Inference*

*Helping you to thinking more about: Assumptions; Voices of Fear, Judgement and Cynicism  
 The impact of our TA preferences  
 How we can choose to respond and engage differently*

## The Ladder of Inference: What is real, what are assumptions?



adapted from Chris Argyris and The Fifth Discipline, by Peter Senge, et al drawing by @kelvy\_bird

Enjoy thinking about being more effective as you read the next few pages.

As we move up and down the Ladder of Inference we can see how easily it is to be 'hooked' by the behaviour of others. As we have learned from our work on TA the Adult-Adult response is the place to stop and think about where we find ourselves. The curiosity of Natural Child can also help with the central question:

'What's my part in where I find myself?'

'What am I assuming that is influencing my thinking?'

'How might I check things out with others?'

