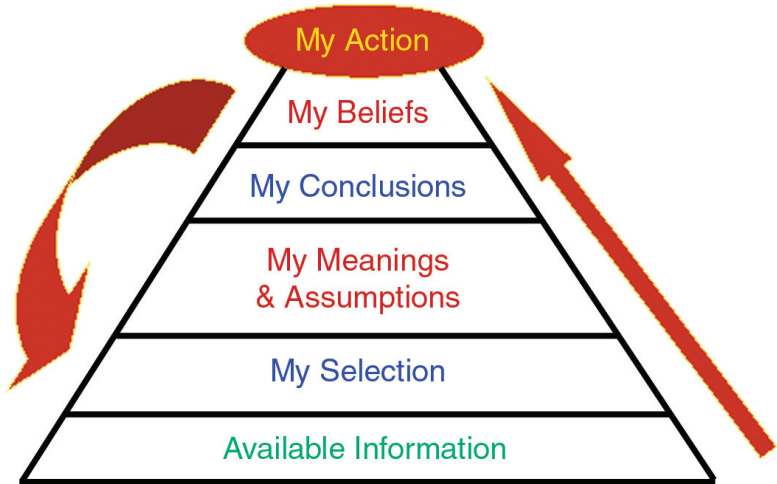


Pyramid of Inference



Adapted by S. Jay Jayasankar, MD

Based on the “ladder of influence” developed by motivational researcher Chris Argyris, PhD, this pyramid of inference shows how people move from theory into action. Outcomes that support expectations reinforce belief selections.