| Information | Inference | Assumption leading to Inference | Implications of Inference |
|--|-------------------------------|--|---|
| | | | |
| You see a woman in a wheelchair. | She must have a sad life. | All people in wheelchairs have a sad life. | I will go out of my way to do something nice for her. |
| | | 1 | |
| A police officer trails your car closely for several blocks. | She is going to pull me over. | Policeman only follow people they intend to pull over. | I begin thinking of excuses for my driving. |
| | | | |
| You see a child crying next to her | A shill have to be found | | Mother should go home and put |
| mother in the grocery store. | A child has to be tired. | Child always cries when he/she is tired | the child into the bed |
| | 1 | -1 | |
| Your spouse forgets your anniversary. | She doesn't love me anymore | People who love do not forget about anniversary | I will have serious talk with her about our merriage |
| - | | • | |
| Your spouse runs up a huge debt on credit cards. | She is irresponsible | Responsible spouse always look after family finances | l will close her account and credit c |
| credit cards. | Sile is irresponsible | Tarriny Tirrances | I will close her account and credit co |
| Your child's grades drop from As | | When you have the school you don't | T |
| and Bs to Ds and Fs | She hates school | care about the grades | I will ask why and when started to h |
| | 1 | 1 | T |
| Your boss calls and says she needs | | Boss calls for immediate meeting | |
| to see you immediately. | I will be punished | only to say bad things | I will start looking for a new job |
| | 1 | 1 | <u> </u> |
| You got turned down for a job you | | People who are well quilified always | |
| really wanted. | I am not qualified enough | get the dream job | I will enroll for MBA studies |
| | I | 1 | 1 |
| Your best friend doesn't return you | | | I will send her an email with |
| phone call for several days. | She stoped like me | Best friends always return calls | question why did she stop like me |

