

# DEDUCTION WORKSHEET

## (JANUARY)

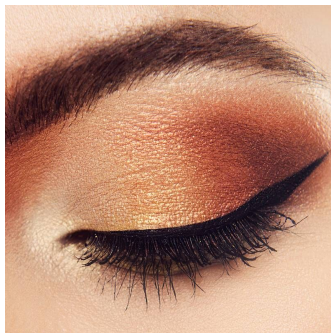
Read the following tips and observations below. See if you can think backwards and reach conclusions about what you observe.

### TIPS:

- Deductions involve thinking backwards. This means that you will need to look at a result and figure out how it happened and why. For example, imagine I throw a ball towards someone. Your mind can likely see that the person is going to catch the ball. But what if I showed you an image of a person on the ground, rubbing their head violently. They are obviously struck but by what? You go in search of what hit them.
- Based on the descriptions I give, think broad before you reach for details.
- Put yourself into the mindset that you are the one being observed. For example, if a person was wearing two different socks, pretend that you have two different kinds of socks on and ask, “Why would I wear two different pairs of socks? Was I in a rush? Am I disorganized?” etc...
- Do this exercise in a quiet place.
- Don’t rush through it.

**Observation:** Before me sits a pretty young woman. She is about 22-25 years of age. Ethnicity is hard to pin down. She has black hair but half of it is dyed red. She wears makeup that is evenly distributed (good foundation) and has eye shadow. She just started a job at my company. We work in a heart monitoring lab. I see a ring on her finger (not wedding ring finger). She has pink nail polish that is in the design of 1 color but the ring finger is in a different shade. Her toe nails are painted as well. She wears the same sweater daily and has a blanket that she brings with her. She has a “Bang” energy drink by her desk (we work 10 hour shifts at a sedentary job). She has an Iphone 6. There are plenty of other things to observe, like her bag, glasses, etc... but I will stop there. The point of this is to get you to try and make your own deductions by thinking backwards.

These images are not from the person I observed but should give you an idea of some of the things I was observing.



**Exercise:** I will write down the observations in the column on the left. In the column on the right, write down what you think the observation means in broad terms. Review the tips if necessary. When you are done read the answers on the next page.

Hair dyed half red	
Makeup	
Wears same sweater daily	
Bang energy drink	
Carries blanket	
Painted Nails	
New job	
Painted Nails (Stylized)	
Moccasin shoes	
Iphone 6	

## ANSWER SHEET

Hair dyed half red	Regardless of the style, when someone dyes their hair the broadest inference we can make is that they want a change of some kind.
Makeup	Her makeup tells us that she has respect for how she looks. It takes time to wake up and do makeup. It implies that she respects herself and cares how she looks to others.
Wears same sweater daily	Most people own multiple sweaters. She stylizes her hair and nails but wears the same sweater daily. We can make some assumptions here but the most basic of them is she is girly but prefers function to embellishments. Sweaters aren't costly in America and many people wear different ones. This also implies that she feels comfortable in this attire. So let's conclude that she prefers function and comfort in her day to day life.
Bang energy drink	Bang energy drinks are not sold everywhere in the area I live. Certain stores have them and others don't. This means she has to go out of her way to get them. Either she or someone she knows gets them for her. But the energy drink tells me she is anxious. Additionally, Bang energy drink has 300mg of caffeine per can. Physiologically caffeine causes increased heart rate and blood pressure. Caffeine has a half life of about 5 hours. So 300mg in 5 hours turns into 150mg in your system. So she experiences some levels of anxiety.
Carries blanket	The blanket is something you have to plan for. It also implies that she gets cold. Being cold isn't something to write home about, but to plan to bring a sweater and a blanket with you implies poor blood circulation.
Painted Nails	The painted nails follows the same line of thinking with her makeup. She cares about how she looks. She has a measure of self respect.
New job	She recently changed two major things about herself, her job status and her hair. Perhaps she is running from something or is just adventurous, but the overall message is she wants change and it's current. The job she is hired for usually requires months of study and critical thinking, so she is smart.
Moccasins	This is a shoe of comfort and has cross function for clothing choices. Many young woman in the area we live, wear multiple shoes. She mainly wears this pair, implying once again that she prefers function and comfort.
Iphone 6	The Iphone 6 was released in 2014. It's not a big leap to think that a young woman willing to own a smartphone wouldn't mind a new one, yet she still uses the 2014 model. Once again this tells us function not flash.

**How did you do?** Spend some time reflecting on the final deduction and how it compares against what you wrote. Part of the ability to work backwards and put yourself in the position of the person being observed helps to make conclusions based on what we see in our day to day lives.

**Deduction:** This is how the deduction would look like. Let's get all Sherlock with it.

"You prefer function and comfort to extravagance. You are a creature of habit. You were recently looking for a change in your life. Perhaps you're running from something or you simple like to be adventurous. You suffer from anxiety and have poor blood circulation. You're intelligent and have healthy levels of respect for yourself. But you still have urges of strong uncertainty and can be self conscious.

Can you reach the last conclusion I mentioned in the deduction?

"You still have urges of strong uncertainty and can be self conscious."

Like always let me sign off with one of my favorite phrases, "Love to Learn Again"

Image Referencing:

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