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COURSE BROCHURE

Assumption Testing and Evidence Grading Training Course for Managers and Analysts

5 – 9 April 2027
Dar es Salaam

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Ref: 2499_94777 **Date:** 5 – 9 April 2027 **Location:** Dar es Salaam **Fees:** 5300 GBP

Assumption Testing and Evidence Grading is a 1-week training course for managers and analysts who prepare or approve business recommendations and produces a Recommendation Evidence Dossier for one live proposal. Organisations now face more data, more confident claims and faster decision cycles, so the cost of acting on an untested belief keeps rising. Jupiter Prime Training presents Assumption Testing and Evidence Grading as a daily discipline rather than an occasional audit.

Why Assumption Testing and Evidence Grading Matters Now

Three forces shape this discipline today. Dashboards and automated reports generate figures faster than anyone can question them; executives expect short recommendations with clear confidence levels; and boards, auditors and customers increasingly ask how a conclusion was reached. An organisation that grades its evidence avoids expensive reversals, spots weak business cases early and gives decision makers an honest picture of uncertainty. The course draws on established practice in evidence-based management, structured analytic techniques and pre-mortem reasoning, described in plain working terms.

Who Gains Most from Assumption Testing and Evidence Grading

- Analysts who assemble the facts, figures and comparisons behind proposals
- Middle managers who sponsor investment cases and operational changes
- Planning and performance staff who set targets and forecasts
- Project leads who must justify scope, budget and timing choices
- Specialists who brief senior leaders on risks and options

A planning function gains most when its analysts and approving managers attend together and agree one grading scale.

Assumption Testing and Evidence Grading Capabilities

Participants move from accepting claims at face value to stating openly how strong each piece of support is and which beliefs could overturn a proposal.

- Frame a business question so its decision, scope and success test are explicit — sponsors approving the analysis
- Surface and rank the load-bearing assumptions behind a plan — investment and change committees
- Grade evidence by source quality, relevance and independence — approvers weighing competing reports
- Design quick, low-cost tests that confirm or break a critical assumption — project and product owners
- Calibrate confidence statements so they match the evidence held — senior decision makers

- Build a structured recommendation that separates fact, inference and judgement — boards and executive teams

Key Assumption Testing and Evidence Grading Terms

- Load-Bearing Assumption — a belief that, if false, would change the recommendation or make the plan fail.
- Evidence Grade — a rating of how far a source can be trusted, based on origin, method, relevance and independence.
- Pre-Mortem — an exercise that imagines a decision has failed and works backwards to find the likely causes.
- Disconfirming Test — a check designed to prove an assumption wrong rather than to collect support for it.
- Confidence Statement — a short phrase that tells the reader how sure the author is and why.
- Inference Chain — the linked steps of reasoning that connect raw evidence to a final conclusion.

Assumption Testing and Evidence Grading Day by Day

Day 1: Framing the Decision Question

- Decision Question Statement — Which Choice the Analysis Must Inform
- Issue Scoping Canvas — Boundaries, Exclusions and Decision Owners
- Success Test Definition — What Result Would Change the Recommendation
- Stakeholder Claim Inventory — Whose Beliefs Shape the Proposal
- Bias Hotspot Scan — Where Anchoring and Confirmation Creep In

Day 2: Surfacing and Ranking Assumptions

- Assumption Extraction From Business Cases — Hidden Beliefs Behind Targets
- Impact and Uncertainty Grid — Which Assumptions Carry the Plan
- Pre-Mortem Session Design — Likely Failure Causes Before Approval
- Key Assumptions Check — Challenging Inherited Planning Figures
- Assumption Register Format — Owners, Status and Review Points

Day 3: Grading the Evidence

- Source Reliability Scale — Trust Levels for Internal and External Inputs
- Relevance and Recency Checks — Fit Between Evidence and Question
- Correlation Versus Cause Tests — Avoiding False Performance Explanations
- Sample and Survey Quality Review — Limits of Customer and Staff Polls
- Competing Hypotheses Matrix — Weighing Evidence Against Rival Explanations

Day 4: Testing and Calibrating Confidence

- Disconfirming Test Design — Cheap Experiments for Critical Assumptions
- Sensitivity Range Sketch — How Far Outcomes Move With Each Belief
- Confidence Language Scale — Consistent Wording for Degrees of Certainty
- Red Team Challenge Routine — Structured Dissent Before Sign-Off
- Inference Chain Audit — Gaps Between Evidence and Conclusion

Day 5: Practising the Recommendation Evidence Dossier

- Fact, Inference and Judgement Separation — Clear Recommendation Structure
- Applied Assumption Register Rebuild — Live Proposal From Participant Work
- Applied Evidence Grading Exercise — Retail and Utilities Case Material
- Peer Red Team Review — Testing Each Draft Recommendation
- Recommendation Evidence Dossier Completion — Ready for the Approving Forum

Applying Assumption Testing and Evidence Grading After the Course

- Run a pre-mortem and assumption ranking on the next business case the function submits, and record the results in an assumption register.
- Introduce the shared evidence grading scale and confidence wording into the template used for management briefings.

Assumption Testing and Evidence Grading Questions FAQ

What is Assumption Testing and Evidence Grading and why does it matter now?

It is the practice of exposing the beliefs behind a proposal and rating the strength of its support. It matters now because data volumes and decision speed have grown, so untested claims reach approval faster and cost more when they prove wrong.

Which roles gain most from Assumption Testing and Evidence Grading?

Analysts and managers who write, sponsor or approve recommendations gain most. You benefit if you prepare business cases or forecasts, or judge them on an approval forum.

How does Assumption Testing and Evidence Grading differ from a general critical thinking course?

It is narrower and more applied than a general critical thinking course. You work on assumption registers, evidence grades, disconfirming tests and confidence wording, applied to a real proposal.

What do you bring back from Assumption Testing and Evidence Grading?

You bring back a completed evidence dossier for one live proposal. It holds a ranked assumption register, graded sources, planned tests and a structured recommendation with calibrated confidence statements.

Assumption Testing and Evidence Grading: The Way Forward

The Recommendation Evidence Dossier first informs whether a pending proposal should go forward, be tested further or be reshaped. Analysts maintain it, sponsors present it and approvers use its grades to judge risk. After its first use, revisit which assumptions proved wrong and whether the grading scale was strict enough.