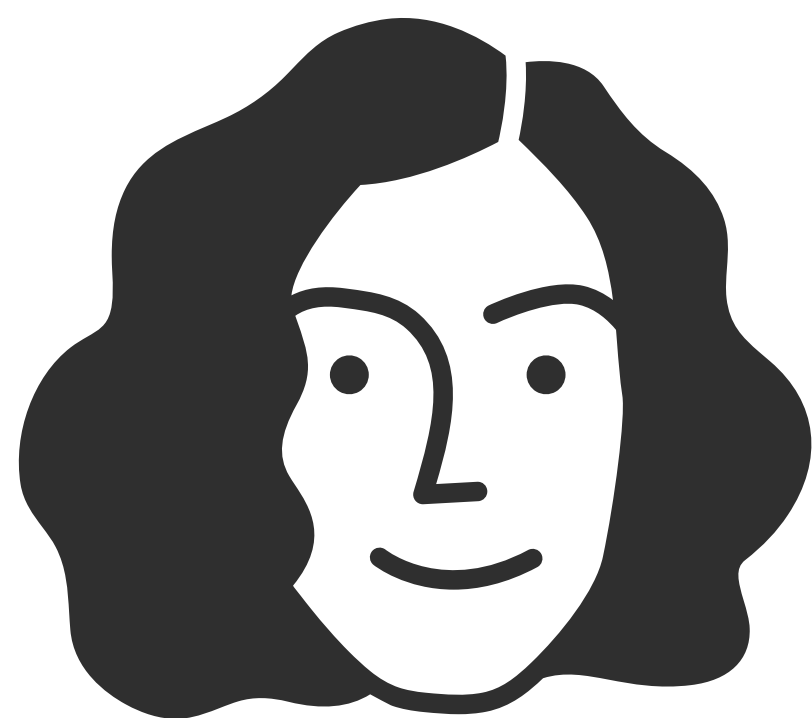




Says

What have we heard them say?
What can we imagine them saying?



Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?



Preparation and
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TechPro Solutions,
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The software
helps them
streamline their
financial
processes and
provides insights

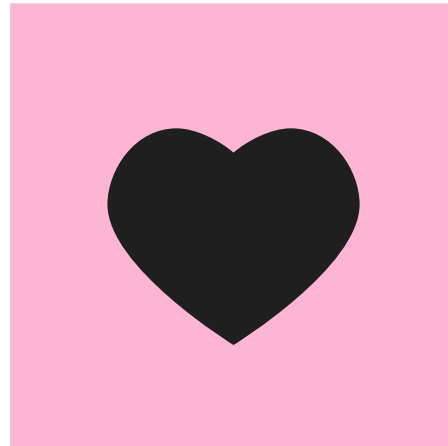
Solutions offers
various expert IT
consulting
services in India
and outside India

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Solutions is a
Private Limited
company
alsointo their
profitability



Does

What behavior have we observed?
What can we imagine them doing?



Feels

What are their fears, frustrations, and anxieties?
What other feelings might influence their behavior?