



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?



They wil get a financial awarness

Important to invoice customers

User will get an idea about Annual Payroll for Different types of Business.

Useful when choosing work.

To determine the cost & profitability analysis

To understand
sized.

Awarness on Expenses while doing a business.

To understand the infrastructre of a Business.

To get an idea on how to choose a business.

Get an idea on starting a business.

Useful for startup companies

It is also useful for someone searching for job.



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?