



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?

ESTIMATION
OF
BUSINESS

Money is commodity money.

A Tax is a mandatory fee.

Employee charged with carrying out the work

Legal issue that concern by Higher authorities like workplace safety, premises, professional etc..

Dead line help us to collaborate towards achieving a shared goal and to keep complex multistage projects on track.

Critical Thinking enables employees to consider multiple perspectives and potential outcome of different decision

Focus on established revenue source

The attitude you want during completion

The Corpus of funds and credit employed in business.

Feelings sadness

Inadequate

Self doubt



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?