

## 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?

very effective

important for

business

and

all are used to

know about

business

strategies

It gives the Past business costs to predict future business expenses and to evaluate performance.

It gives the distribution of expenses, identifies key cost drivers, and highlights areas of potential optimization or concern.

It provides a visual exploration of the various expenditures incurred by different businesses

Persona's name

Ajay

It is used to allow for facilitating a deeper expenditure patterns and their implications

It also helps to inform future activity

> predict future conditions.

It explain past conditions and can be used to it is importance for all

Very useful for Accountants, investors, business people, and market analysts

It is used to predict future business expenses and evaluate their performance

I think its also

useful for our

country

economy

## **Feels**

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



Does

intuitive analysis,

understanding of

for business

performance

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

