

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?



I have a company of Educational Institution

My company aim's for sustainability

My company aim's to handle grant finance

I will manage my
Educational
Institutions
donations

I will manage my
Educational
Track
expenses

I will keep my Instruction handle grant finance



Educonnect learning center

An Educational Institutions uses Zoho books

I will maintain my Track expenses efficiently

I will manage their donations

I cooperate to Handle grant finance

I feel excited for learning Educonnect learning center

It helps to gain more knowledge

I interested in gaining knowledge in Zoho books



Does

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



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



