



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?

A solid foundation built on a good product idea,

Sound business plan, adequate capital,

Good management and proper accounting.

Get Organized. To achieve success as a business owner you first have to be well organized. ...

- Keep Detailed Records. ...
- Analyze Your Competition. ...
- Understand the Risks and Rewards. ...

- Be Creative. ...
- Stay Focused on Your Goals. ...
- Provide Great Customer Service. ...
- Be Consistent.



Dhanush
Estimation of Buisness expenses

Business Essentials introduces students to the world of business

1. Before You Begin: Get in the Right Mindset.
2. Determine Your Business Concept...

The economic roles of consumer, worker, and citizen in an ever changing world

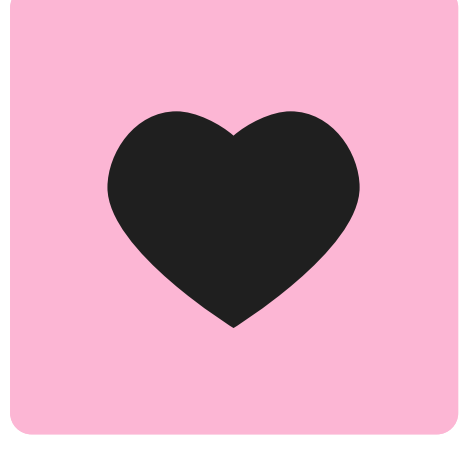
agility and adaptability, collaboration and leading by influence.

Provides an overview of business skills required for today's business world.

- 5 Key Business Principles**
- 1: Vision.
 - 2: Perception.
 - 3: Leadership.
 - 4: Reputation.
 - 5: Consistency.



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?