



Says

What have we heard them say?
What can we imagine them saying?

I have a company of sweets manufacture and trader of sweets

My company aims for sustainability

I will supplier payments and generate financial reports



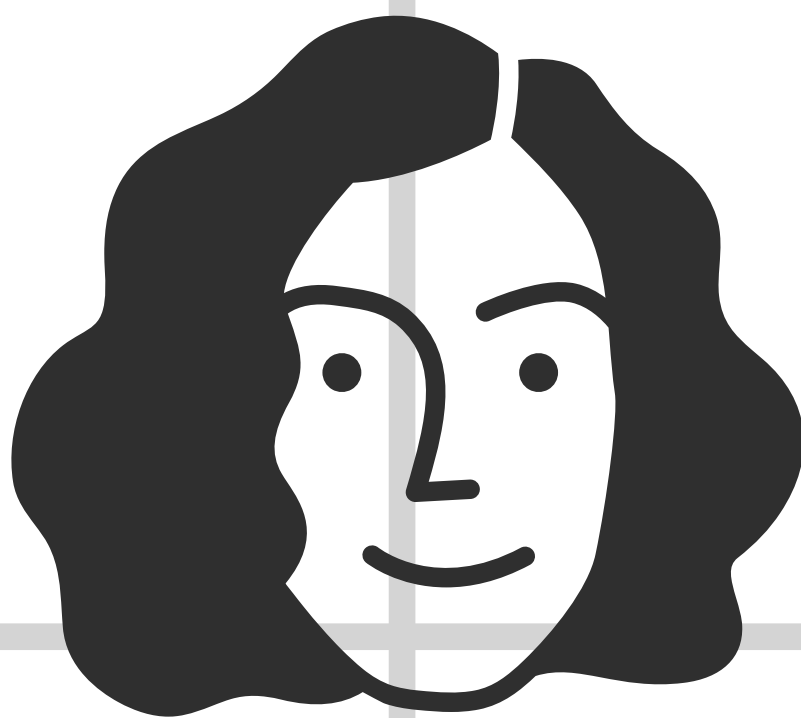
Thinks

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

Manage inventory

Generate invoice for my customers

Handle purchase orders



Keerthi Sweets

Keerthi Sweets manufacturer and trader of sweets relies of Zoho books

I will do my customers financial report

I will maintain inventory management

Track stock levels and manage suppliers payments

Overwhelmed with information

Excited to learn about this

Various about this topics



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?