

Empathy Map: Data-Driven User Understanding

THINK
From search queries

- Need efficiency
- Value time-saving
- Compare options
- Research features

SAY

- "Too many clicks"
 - "Where is that feature?"
 - "This saves time"
 - "Finally, it works!"
- From support tickets*

FEEL
From sentiment analysis

- Frustrated by complexity
- Excited by automation
- Anxious about learning
- Confident with tools

DO

- Use shortcuts
 - Skip tutorials
 - Share discoveries
 - Customize settings
- From clickstream data*

CLUSTER PROFILE

Each quadrant filled by analyzing different data sources from user clusters