



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?



Feels

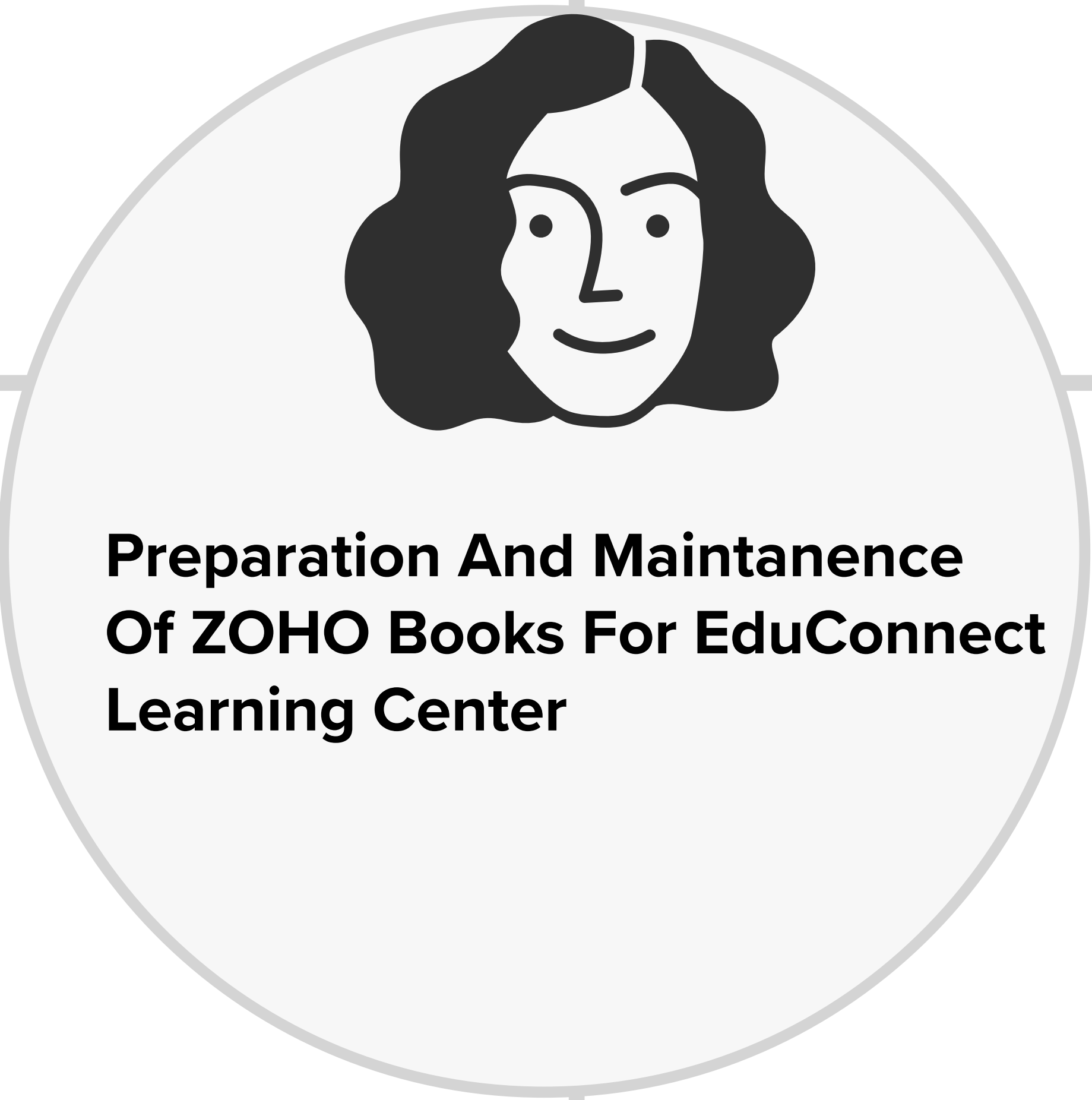
What are their fears, frustrations, and anxieties?  
What other feelings might influence their behavior?



Does

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

See an example



I provides a platform for experienced industry veterans to share their wealth of knowledge with graduates through mentorship, workshops, corporate projects and much more.

Everything is just perfect about Zoho Books, the best thing is that this complete accounting software is cloud-based.

oho Books was very easy for me. I did not require any kind of demo or training to get started and your customer support has been phenomenal.

Zoho Books helps me take care of my bank accounts, especially with bank reconciliation and has a lot of reports that I was periously looking for.

Being an HR professional, they also had a lot of graduates were automatically ready to face the corporate world. They were highly in touch with corporate ideas and also the person who did manage to bring a good person. This made it all going on in favor of the organization providing, particularly what needs to be said.

personnel about bridging that gap between industry and Academia so the students are benefitted from day one when they join the corporate world.

Analytics had everything they were looking for, with user-friendliness and pricing being two of the most compelling factors.

They can generate professional invoices for clients and track expenses related to its products and supplies. Zoho Books helps them maintain accurate financial records and streamline their catering operations.

