



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?

It minimise
paperwork

How i make
payments in
this
software?

It reduces
overall cost

Orders are
recorded
easily in this
software

How i reach
our
customers?

How i teach
our
customer?

FRESH BITES
CATERING
A.Natchar
S.Pramila
M.Rajalakshmi
B.Ramya

Efficient man
power

This software
helps to save
our time

We can make
to use
spreadsheet
in this
software

Evaluate
cost

It elimination
paper approve
while allowing
verify
transaction

Minimise
daia loss



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?