



## Empathy map

Use this framework to develop a deep, shared understanding and empathy for other people. An empathy map helps describe the aspects of a user's experience, needs and pain points, to quickly understand your users' experience and mindset.



### Says

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

I am looking for a place with diverse menu that caters to different dietary needs.

I want a cozy ambience with attentive and friendly service.

I wish they had more options for vegan or gluten free dishes on the menu

### Thinks

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

Is he excited, hungry or in a rush?

What might be going on in the mind of customers?

What are their emotional states when they visit our restaurant?



### MR. FRIES

Mapping of a business man who needs to create a brand promo video

Checks online reviews and ratings before choosing a restaurant.

Takes photo of dishes and the restaurant ambience to share on social media platform.

Ask Family or friends for recommendations before making a reservation

Content and Relaxed when enjoying good food in a welcoming environment.

Excited about trying new dishes and exploring different cuisines.

Anxious about the quality of food and service, hoping for a satisfying dining experience.



### 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?



[See an example](#)