

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?





To minimize the usage

To save for future

it"s very excess



To achieve more production

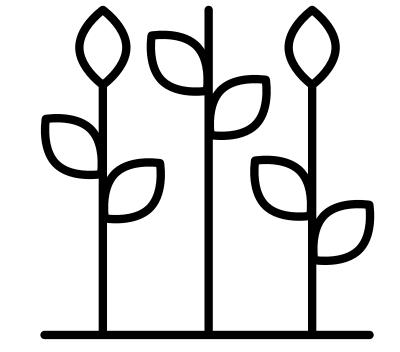
input +
output =
productivity

Less knoeledge

working projects with my team mates

manufacturers
want least
price

best quality



others feel must be proud



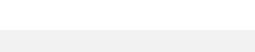
more hardwork fulfill with their production

feels happy



Does

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



See an example

Feels

