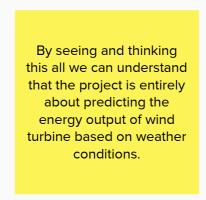


# What do they FEEL?

Who is the person we want to understand? What is the situation they are in?



What is their role in the situation?

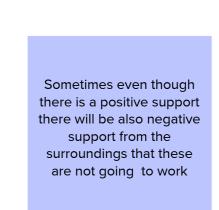
using data science.

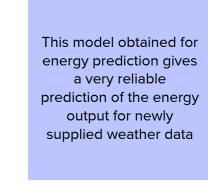


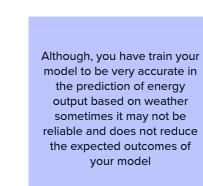
# What do they HEAR?

3

What are they hearing others say? What are they hearing from friends? What are they hearing from colleagues? What are they hearing second-hand?





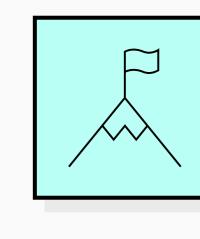


### **GOAL**

This is a textbox...

# What do they THINK?

What do they Think differently? What job(s) do they think done? What decision(s) think to make? How will we know they were successful?



It is not very easy to implement in industries

as it is require more

technology and consumes time and

# **PAINS**

There will be

more need for

internet at

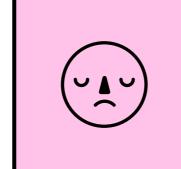
As people working in the industries are in lack of

technical knowledge they

and working of the system

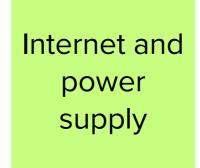
What are their fears, frustrations, and anxieties?

Knowledge and some electronic

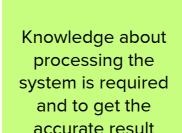


# 

What are their wants,

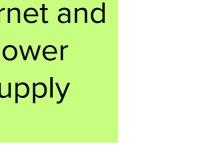




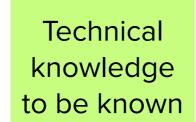


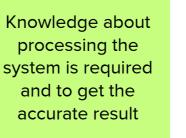
# **GAINS**

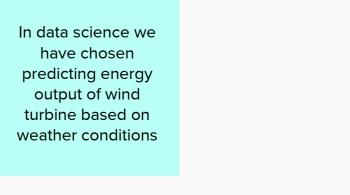
needs, hopes, and dreams?

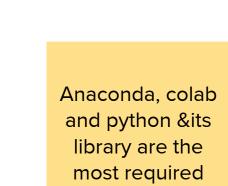


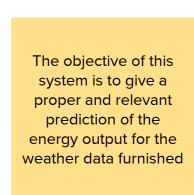


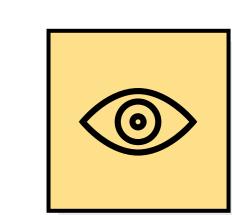








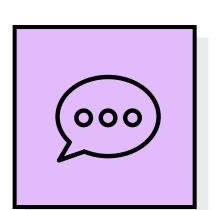




that whether the system

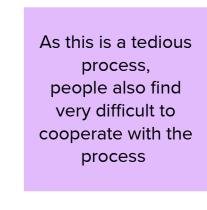
# What do they SEE?

What do they see in the marketplace? What do they see in their immediate environment? What do they see others saying and doing? What are they watching and reading?



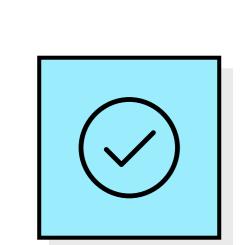
# What do they SAY?

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









# What do they DO?

What do they do today? What behavior have we observed? What can we imagine them doing?

