

## Says

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

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



**Thinks** 

1.Learn
about
wholesale
and retail

1.It also helps the manufacturers to have easy access to trading companies that sell their products to wholesalers

2.Wholesalers
need to know
how businesses
communicate
and promote
businesses

3.Manufacturers
need to know
who and how
they deliver
products to
retailers

2.I learned how manufacturers, sellers, and businesses market to people

3. Manufacturers are able to sell to vendors within specified time without wastage of products and sell efficiently and fairly with profit motive

1.I approached
the
manufacturers
and learned their
plans and sales
methods

1.Manufacturers
feel that products
are easily
accessible to
consumers on a
daily basis

2.I learned how wholesalers go to commercial companies and approach their manufacturers and buy products in bulk at discounted prices

3.Are consumers buying goods at higher prices? I know if quality products are arriving

2.Consumers
can easily get
all the products
at the specified
time every day

3.It helps
customers to
spend
according to
their income

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## Does

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



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



