



Says

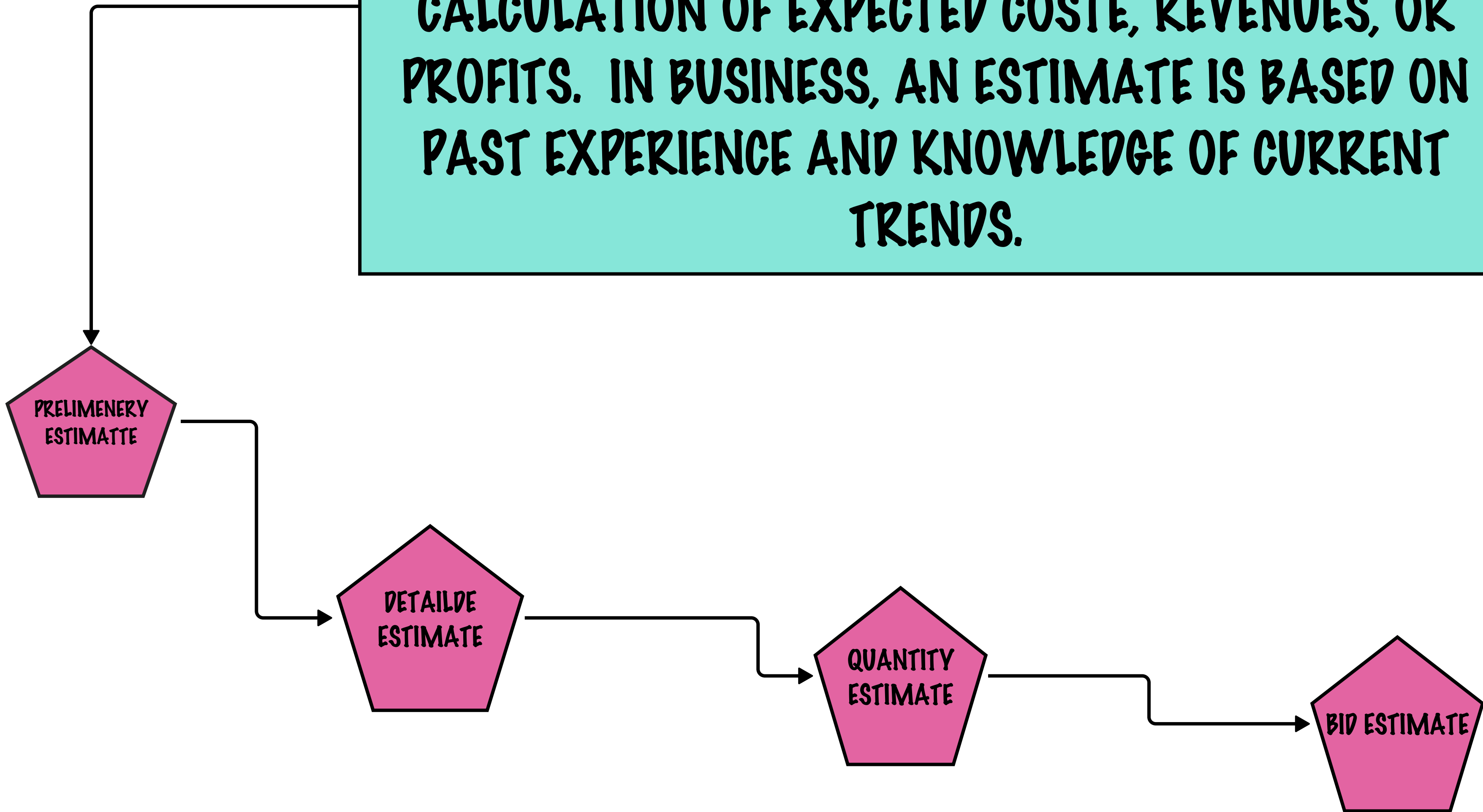
What have we heard them say?
What can we imagine them saying?



Thinks

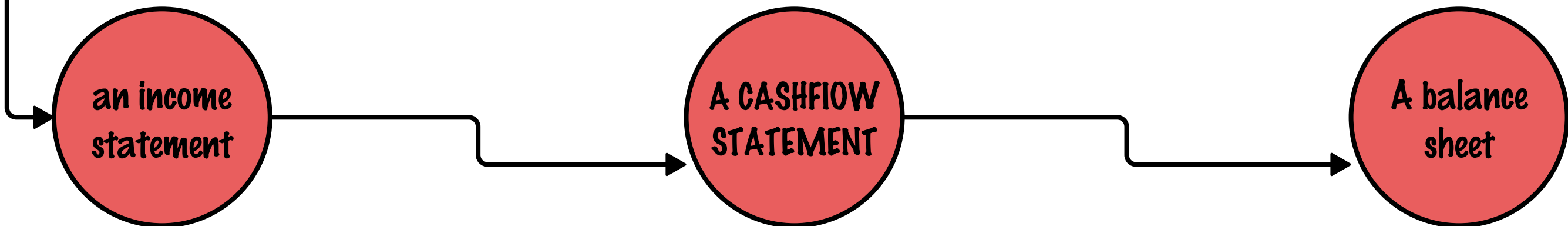
What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

ESTIMATE IN BUSINESS REFERS TO THE VALUE OR QUANTITY OF SOMETHING THAT IS APPROXIMATE AND NOT EXACT. IT IS A STATEMENT OR CALCULATION OF EXPECTED COSTE, REVENUES, OR PROFITS. IN BUSINESS, AN ESTIMATE IS BASED ON PAST EXPERIENCE AND KNOWLEDGE OF CURRENT TRENDS.



When a company is planning a new product launch, they will use an estimate of the demand for the product. An estimate can also be used to calculate the cost of a project. This includes the cost of materials, materials, labor, overhead, and any other expenses that may be incurred

The level of detail required in your financial plan will depend on your audience and goals, but typically you will want to include three major views of your financial

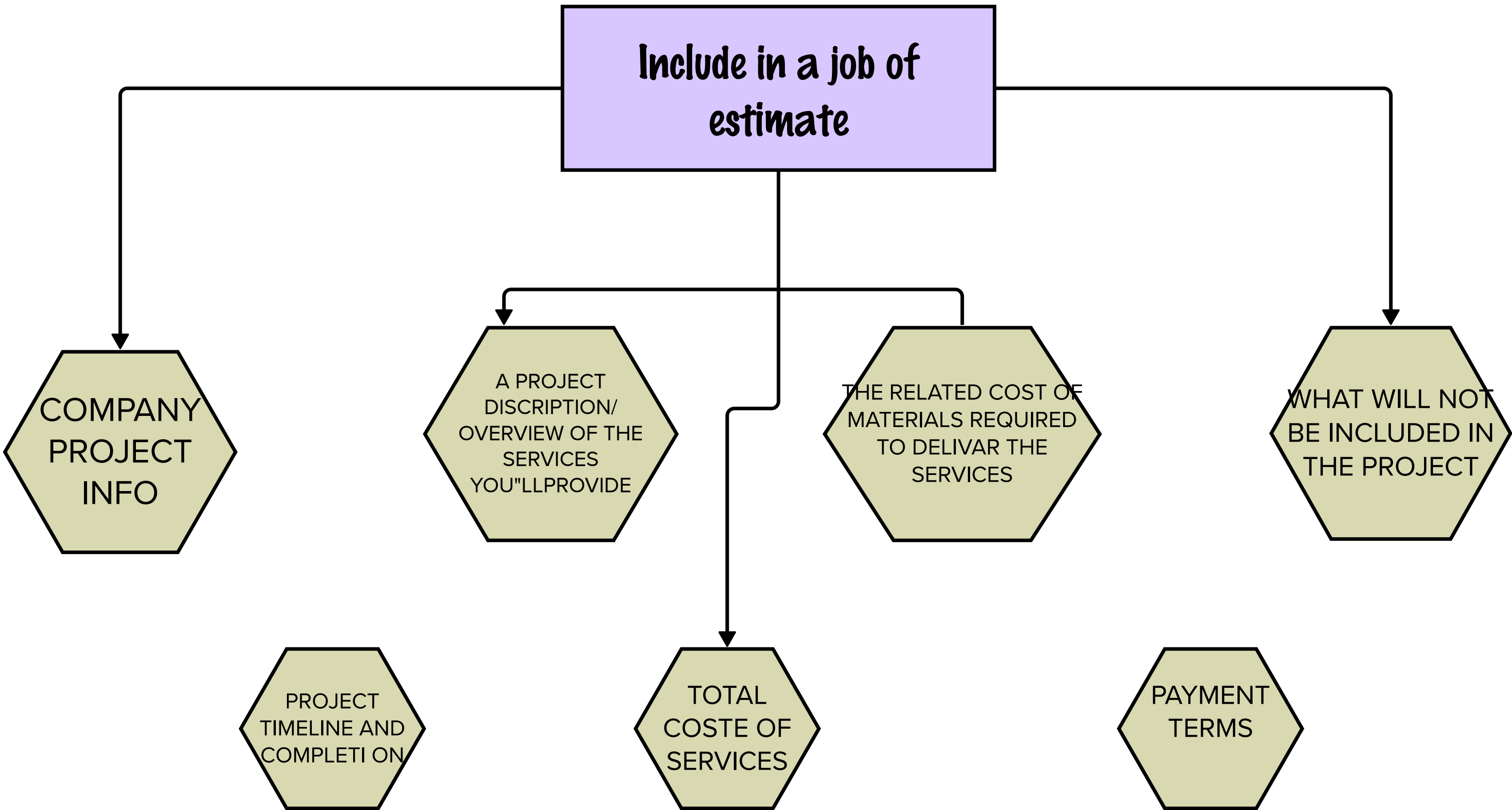


Business thinking is a process of deconstructing the common factors affect decision-making organizational understanding, poitics leadership, culture and change-to construct new patterns of trust confidence and empowerment

Emotions play a huge role in business and in the success of yours business.Emotions havean effect on teamwork, customer statisfaction,manager-employee relationships, and employee

USE FULL IS OFTEN EXPRESSED IN TERM OF TOTAL PRODUCTION OR THE NUMBER OF HOURSE FOR INSTACE. SUPPOSE THE MANUFACTURER SPECIFIES THE ASSET'S USEFUL LIFE AS 2 MILLION UNIT. IF THE MACHINE" S USEFUL LIFE IS CALCULATEED.

Most commeonly,the depreciation of aassets is calculated the eastimated number of years in its life



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?