



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?

Fashion haven is a private limited company

Zoho books helps to manage there inventory

Zoho books enables them to reconcile bank transactions

Fashion haven is a retailer of various lifestyle.

They can generate invoice

Zoho books also enables them to reconcile



Fashion Haven
An online retail store,leverages

We can reconcile bank transactions

Overwhelmed with information

They generate financial reports.

It helps us to make informed decision

Excited to learn about this

Curious about this topic



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?