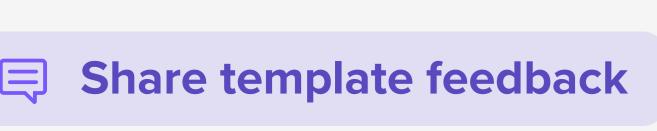


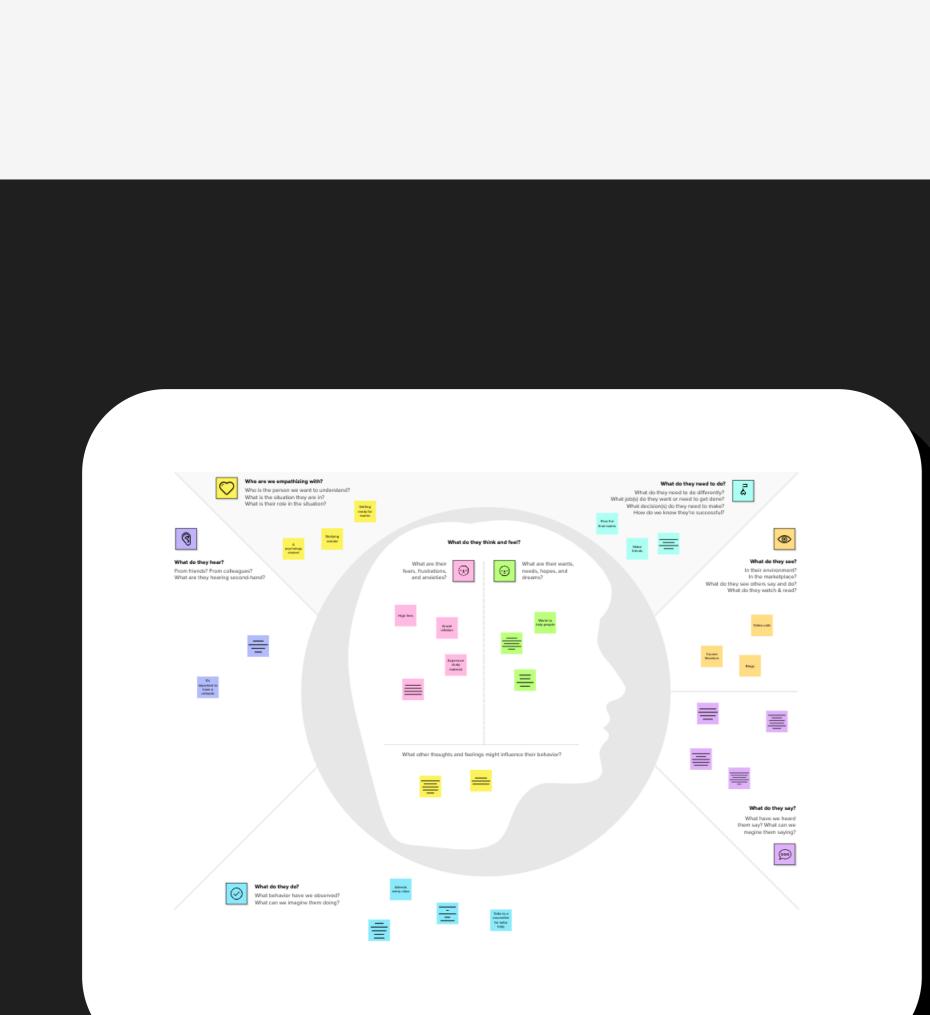
canvas

Use this framework to empathize with a customer, user, or any person who is affected by a team's work. Document and discuss your observations and note your assumptions to gain more empathy for the people you serve.

Originally created by Dave Gray at





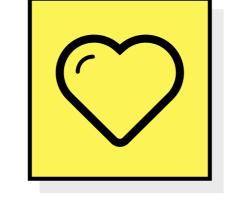


Need some inspiration? See a finished version of this template to kickstart your work.



Develop shared understanding and empathy

Summarize the data you have gathered related to the people that are impacted by your work. It will help you generate ideas, prioritize features, or discuss decisions.



What do they HEAR?

What are they hearing others say?

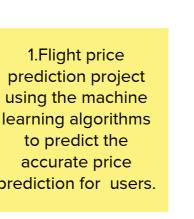
What are they hearing from friends?

What are they hearing second-hand?

What are they hearing from colleagues?

WHO are we empathizing with?

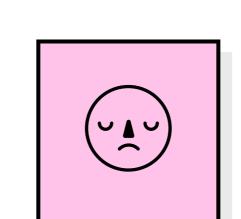
What is the situation they are in? What is their role in the situation?





What do they THINK and FEEL?

PAINS



GAINS

What are their wants,





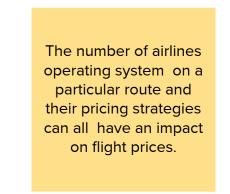
What do they need to DO?

What do they need to do differently?

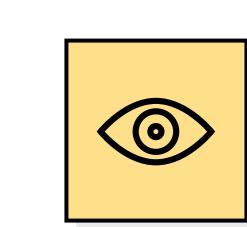
What decision(s) do they need to make?

How will we know they were successful?

What job(s) do they want or need to get done?

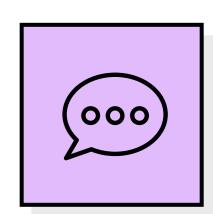






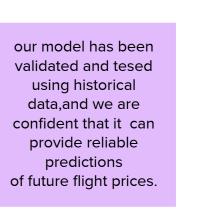
What do they SEE?

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?





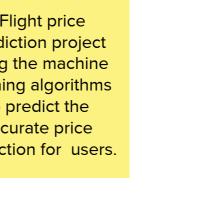
Who is the person we want to understand?

person 3:
Analyze competitor
pricing data to
identity
oppurtunities to
offer to offer more
competitive prices.

person 4:
Use machine learning
algorithms to optimize
prices based on factors
such as
demand,competition,and
user preferences.

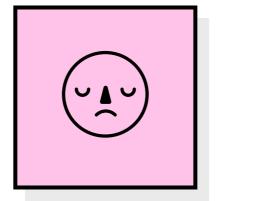
person 3:
Use data on
destination
popularity to
predict future
demand and adjust
prices accordingly.

person 4:
Incorporate data on
loyality programs to
provide users with
personalized
recommendations
based on their loyalty
status.

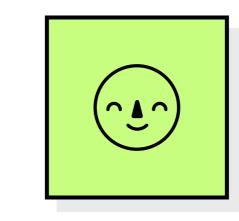




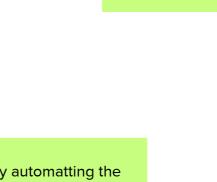
What are their fears, frustrations, and anxieties?

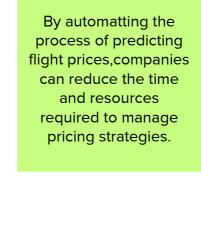


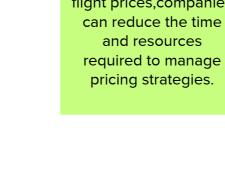
GOAL

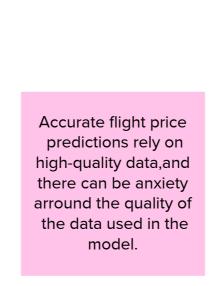


needs, hopes, and dreams?







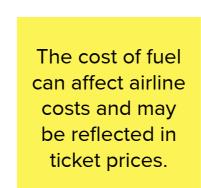


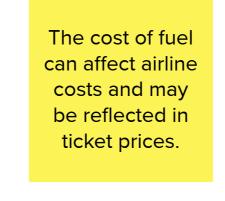
Analyzing large datasets can be computationally intensive, and it's import to have sufficient computing power to handle the task.



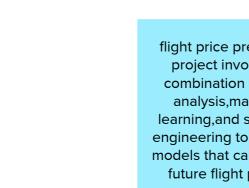
What other thoughts and feelings might influence their behavior?

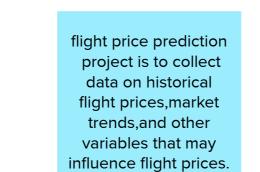


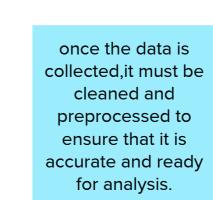


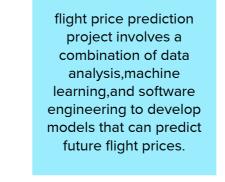


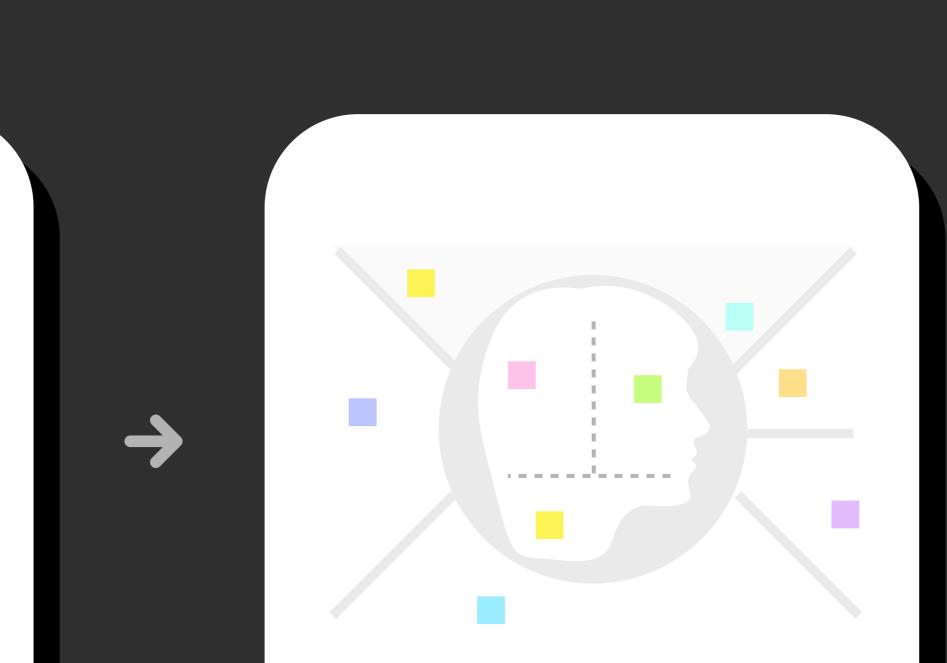


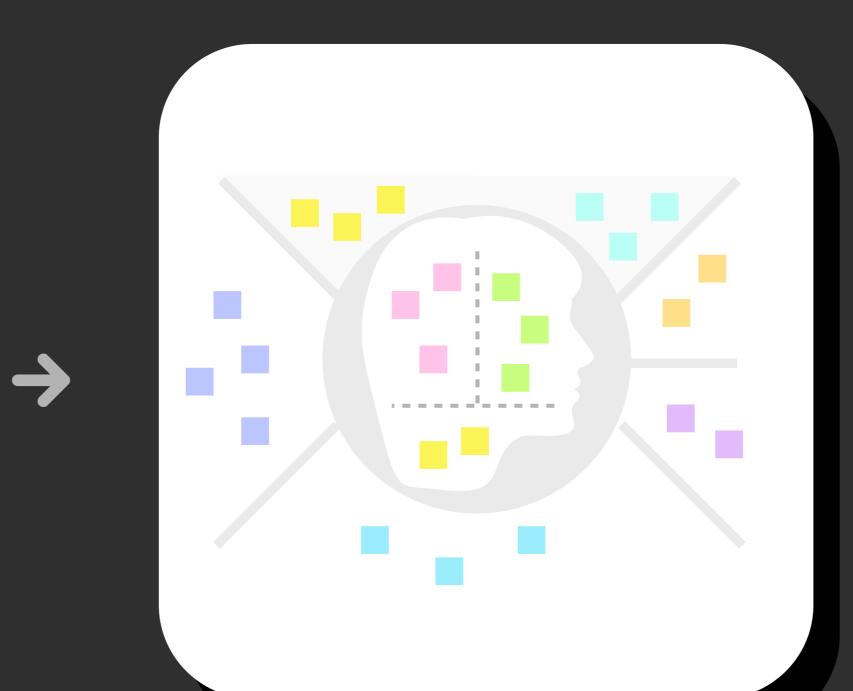














What do they DO? What do they do today? What behavior have we observed? What can we imagine them doing?