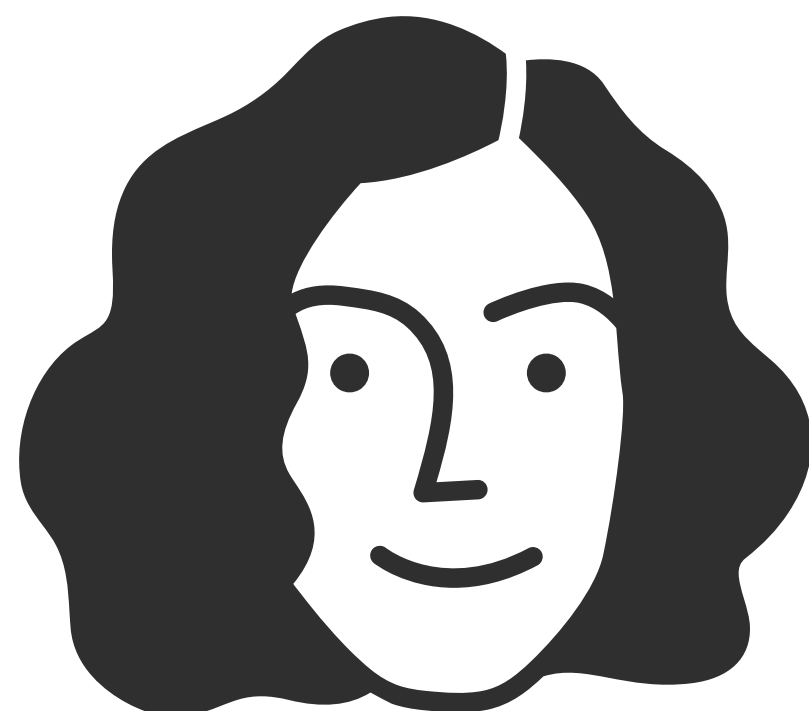




Says

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?

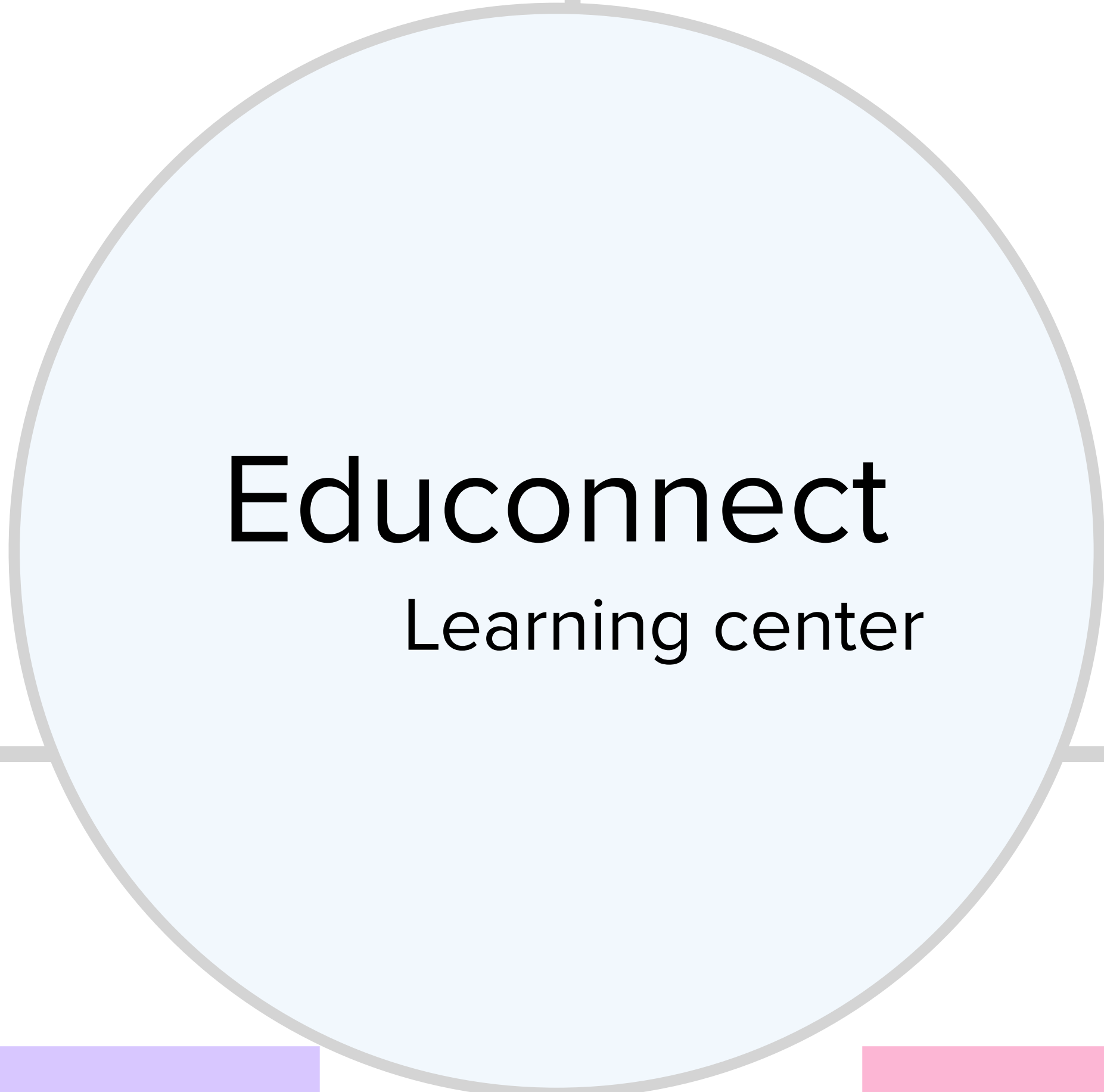


EduConnect Learning Center, an educational institution, uses Zoho Books to manage their donations,

They can generate donor receipts, track expenses

track expenses, and handle grant finances.

related to educational programs, and generate financial reports.



. Zoho Books helps them maintain

Preparation and Maintenance of ZOHO Books for EduConnect Learning Center

financial transparency and accountability.

track expenses, and handle grant finances. They can generate donor receipts,



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?

