



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?



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?

See an example



Cost estimation helps you determine your project's budget, schedule the work necessary and manage new resources.

Estimation is a key technique for predicting and controlling project risks.

Accurate project estimates to aid in the identification of cost and schedule requirements with relative precision, lowering the danger of running out of time, resources, and money during a project.

There are some tools which can be used to perform the project cost estimation, such as cost estimating software application, spreadsheets, simulation and statistical tools.

Cost estimates are also very crucial when it comes to winning new business.

Property owners also use cost estimates to assess the feasibility of their projects before embarking on actual construction

Gather your financial statements. These documents, such as bills, mortgage statements, and account statements, can help you see exactly where your money is going. ...

Cost estimates help produce a reasonable budget for a task or project.

Examine your expenses

Create a list of monthly expenses

For this to happen, estimates should be both accurate and consistent.

An estimate, which approximates the cost to accomplish work, is needed to assist key personnel by allowing them to make informed decisions.