



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?



want to long run sustainability

how much we invest for the business

to impress everyone in trend things

needs to be fulfilled

how to get loan and investor

to increase bussiness and profit

what to do to get investors to invest

reduce expenses

how to get the first position

scheduling the time of business

take a look on the growth pattern of trending companies

arrange funds to start business

think idea to develop

compare the cost of the product with others

Very strong to do the business hardwork

afraid to start the business

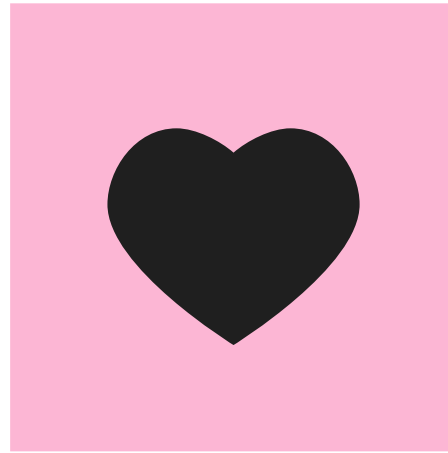
confident and also nervous

No one moniter and no time restriction



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?