

## Says

What have we heard them say?
What can we imagine them saying?

What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?



Neat display of goods is quite attractive

Price are comparatively lower.

It operates on self service basis

Customer can esally find the product?

Is it safety and security for our transaction?

**Thinks** 

If we need bulk of product for sale is it available?



A. Sneka
K. Theertha
T. Vanitha
ShortAs Wimekary of
the persona

Light setting is very attractive.

Very easy to find the product.

Maintain accurate records

Manage their financial process

Refine design per budget.

Perfect alignment.



## Does

What behavior have we observed? What can we imagine them doing?



What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?



