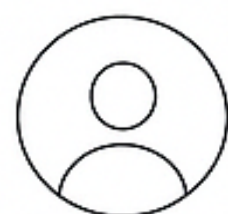




Empathy:
 I need to understand which ways are going with I worry that poor goods exaail by affects my decisions.



Toy Manufacturer Manager

	Hear	See	Say	See & Do	Gains
 Empathy	Other managers say you money-are understand	Registration-via determinations are said to under stand	Often ask for better reports and each bosuads	Clear and easy to use dete(ounds with Tableau	Clear and easy-to passsighs on-are/a with Tabeau
 Hear	Sales team completely start and clecning emared trends	Confirmation about not knowing pier-vet treanes	Tell my team we ne off to orderstand product petior-	Frustration cue to doer four liuation tools	Real-time insights trie era leacs and stock levels
 Pain & Do	Hear complicated 30 a.seated a, and tendlocks	Display delect ret-in to rreduction using visualization	Request updates. to outdance repo-rfs.	Lack of confident ion sales report-	Confident, fast decision making with visual data

