



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?

Estimating all the expenses such as equipments, rent, inventory, and marketing.

Business expenses are ordinary and neccessary costs incurred to operate

Variable expenses, Fixed expenses,intermittent expenses,Discretionary expenses.

The three biggest budget items for the average U.S. household are food, transporation and housing.

Business expenses are the various costs that are incurred while running a business.

By calculating these costs upfront,business owners can better plan their budget and avoid unexpected expenses.



VIDHYA P  
Estimation of Business Expenses

split your after-tax income into three categories of spending:50%on needs,30%on wants,and 20%on savings.

A key technique for predicting and controlling project risks

If basically gives us a pathway to build those plans and make certain commitments.

estimating business expenses is an important step in determain how much money you need to start and keep your business running without encountering cash flow problems.

The overall expected future expenses incurred by a project or manufacture.

For a business to run smoothly,it is important to understand the concept of cost estimation.



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