Type your heading... **Thinks** Says What are their wants, needs, hopes, and dreams? What have we heard them say? What other thoughts might influence their behavior? What can we imagine them saying? analyze the iPhone's impact in India using data "How can we influence of iPhones on the Indian market? We want to expand our market in How can we India adapt our strategy for the Indian market? Are iPhones really worth the premium price? **VIJAY S TAMILSEVAN M** SANJITH S S **VASU K VIJAY R** iRevolution: A Data-**Driven Exploration of Apple's iPhone Impact** in India Curious, determined to Keeps an eye on iPhone Gathers and reviews and analyzes data, price drops. conducts surveys, Optimistic but Reviews research cautious about Skeptical about iPhones, but open to trying them. **Feels** Does What are their fears, frustrations, and anxieties? What behavior have we observed? What other feelings might influence their behavior? What can we imagine them doing? See an example

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