

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?



Thinks

how much a company What is the spends Purpose of before its net an Estimate? income?

What to Include in an Estimate.

different methods of estimation.

is it helps to determine our project's budget.

it comes to winning new business.

Bussiness expenses

Estimation of

a profit or loss.

Measure the total expenses from revenue, owner's equity, and income.

Review your key vendors annually or semiannually.

Does

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

Distribution to shareholders through cash dividends

Have an enough data's?

> vendors could rent and not purchase equipment.

Feels

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



