



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?

so,the most the business expenses are either one - timecosts or ongoing expenses required to keep operations going

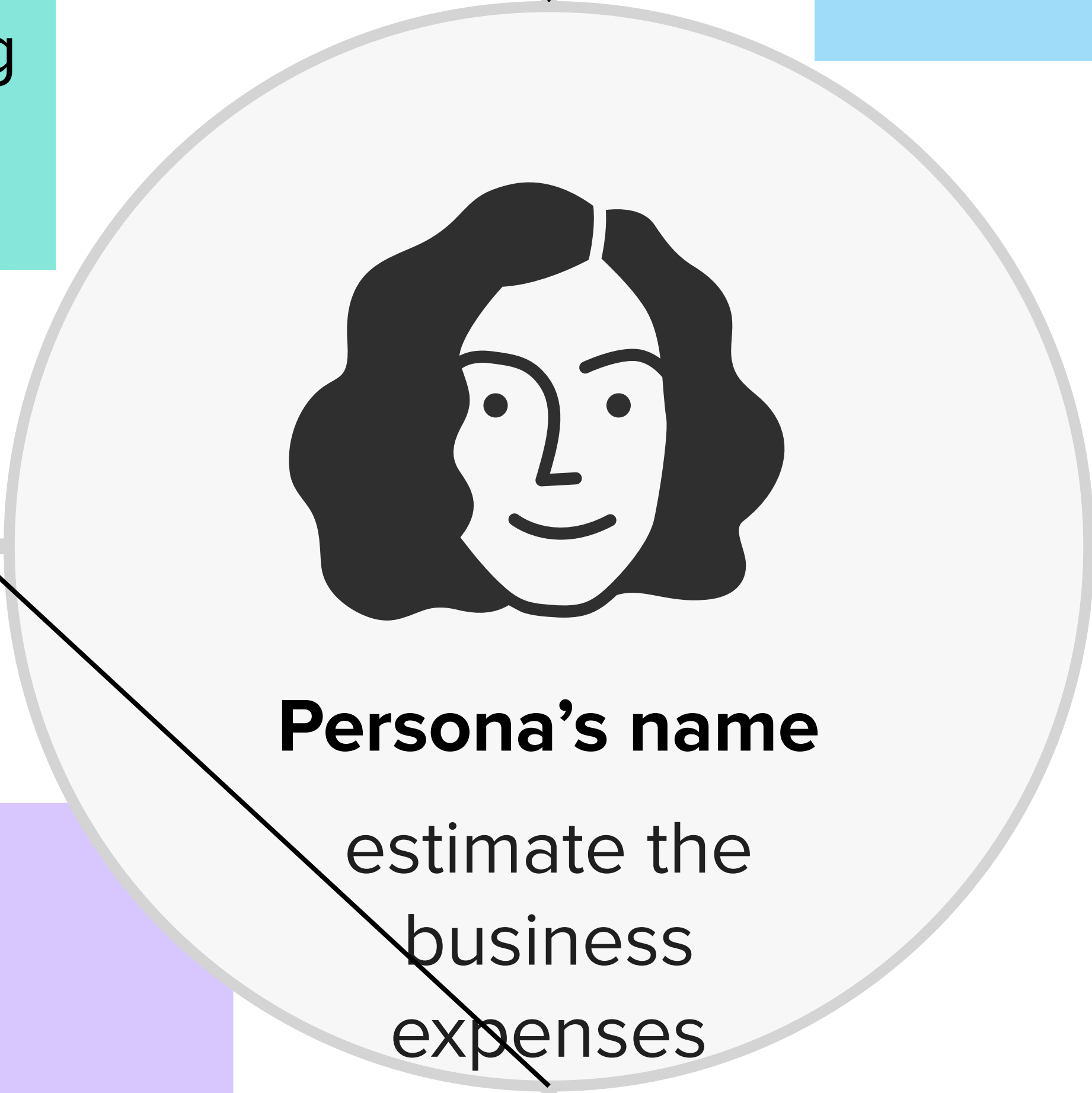
every business has different requirements ,depending on the type of product or service it sells ,the size of the company,and the stage of growth of the business.

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

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

this method can save time and reduce the errors,as well as provide real -time insights into the financial health of the business.

this involving estimating all the expenses required to start and operate the business ,such as equipment ,rent ,inventory ,and marketing



business owner can more easily understand cash flow - an essential business survival factor - when they accrately track expenses

estimating and matching expenses to revenue (real or anticipated)is important because it helps small business owner to determine whether they have enough money to fund operation s, expand the business ,and generate income for themselves.

an expenses is the cost of operations that a company incurs to generate revenue

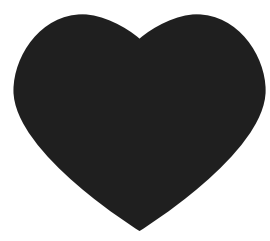
estimation helps set a profit margin and sales price.

businesses evaluate the expenses invoved in the manufacturing of a product or service

in project management, this method gives investors an ideal of the apporoximate expenses incurred in the completion of the priject

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?