Says

What have we heard them say?
What can we imagine them saying?

Thinks
What are their wants, needs, hopes, and dreams?





Where iphone mostly used ?

Why iphone is so costly?

what is special in iphone?



China is the country where people used the most iphones

What other thoughts might influence their behavior?

the PCBA (printed circuit board assembly) used in iphones attracts an import duty of 20 percent

iphone offer more security and privacy

<u>Advantage</u>



esay to use...

family sharing...

apple pay...



<u>Disadvantage</u>

iphones have fixed storage...

iphones have short battery life...



iphone accessories are expensive



Does

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



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



