What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?



House planning

Planning

perfect.

is

Purchase materials

Construct ideas

Which type house planning is best?

Where purchased the material cheap and best?

What are constructing material we want?



R. Dhanush

S. Duthish

A. Jenish

K. Manikandan

Nice view

The materials are cheap and best.

Maintain purchase record.

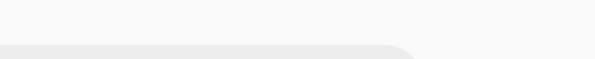
Finishing work is excellent.

Attractive interior works.



Does

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



See an example

Feels

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

