

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

Design a new technology

Choose coding language

Which coding language is best?

What are profit or loss to the company?

Complete the work with digitalization

More competitors are to face the problem.

To execute their project at right time



TECHPRO SOLUTIONS

S. Ashika begam D. Chithralakshmi M. Dhineswari R. Eswari

Transform data and information in to knowlegde that people use every day Helps boost productivity and efficiency Is consructive

To deliver the import and export the business people at a right time

More income

Stay focused on the problem rather than the person



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?

