



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?

Estimated expenditure?
A fair and reasonable estimate of the expenditure for the current financial year based upon a budget prepared by the landlord and submitted to the tenant.

Estimate a payment?
It does not asks a customer for payment

Estimation budget?
The process of estimation how much money a company will need in order to meet its financial goals over a specific period of time

Estimation?
Estimation helps set a profit margin and sales price

Estimate and invoice?
An estimate is a document that helps you present a quote to a customer

Estimate of uses?
Provides a reasonable accurate idea of the costs



Estimates prepared?
Outline exactly what a client is going to pay for the job that your company is doing

Latest estimation?
The most recently communicated or approved estimate of financial performance specially related to sales

Standard estimation?
Estimate of the standard deviation of the error term

Process of estimation?
Finding an estimate or approximately

Example estimation cost?
The previous house cost us \$175,000 to build, therefore this one is likely to cost \$200,000.

Estimated error?
An error made by using the equation of a regression line to estimate the value of the dependent variable from those of the independent variable



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?