



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?

It's important to evaluate the impact of Zoho Books on our business performance.

Zoho Books can potentially boost our success in the interior design industry.

I rely on our project manager for guidance and support during this transition.

Effective communication with our project manager will be crucial during this process.

How can Zoho Books contribute to our long-term growth and success?

What performance metrics should we focus on to assess the impact of Zoho Books?

Maintains open communication with the project manager throughout the project.

Assists in monitoring key performance indicators to evaluate Zoho Books' impact.

Anticipates the potential benefits of Zoho Books for long-term growth.

Proud to contribute to the company's growth and success.

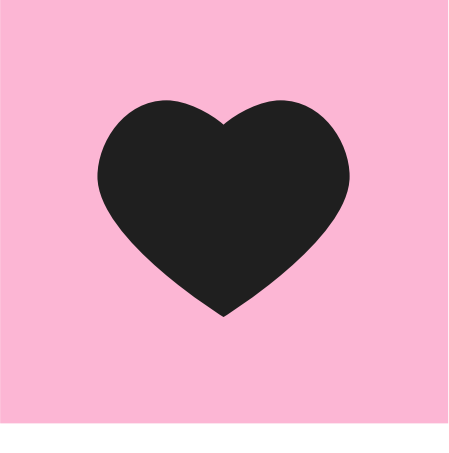
Confident in Zoho Books' potential to enhance success in the industry.

Committed to ongoing assessment and improvement using Zoho Books.



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?