



Says

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

They are actively setting up, configuring, and maintaining ZOHO Books for Dream Homes Realty.

They will regularly interact with ZOHO Books' interface and dashboards to input data, generate reports, and perform financial tasks.

They may have heard about ZOHO Books from colleagues, online forums, or ZOHO's official documentation.



PREPARATION AND MAINTENANCE OF ZOHO BOOKS FOR DREAM HOMES REALTY

They might discuss ZOHO Books-related issues or seek help from colleagues or online communities when facing challenges.

ZOHO Books can provide valuable insights into the financial health of Dream Homes Realty, enabling better decision-making.

Once set up correctly, ZOHO Books can streamline financial processes, saving time and effort.



Does

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

Thinks

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



The person responsible for ZOHO Books at Dream Homes Realty might be worried about ensuring the software is set up correctly.

They aim to efficiently manage the financial aspects of the realty business through ZOHO Books.

They may wonder about the best practices for setup and maintenance, and if there are any potential pitfalls to avoid.

They might feel frustrated if they encounter difficulties during setup or maintenance.

They might have received feedback from coworkers or supervisors regarding the software's performance.

As they gain experience and expertise, they will likely feel more confident in managing ZOHO Books effectively.

Feels

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

