



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?

ZOHO books  
for tecpro  
solutions

The sales journal entry is a way to track a product's or service's value over time.

A vendor also known as a supplier is a person or a business entity that sells something.

Accurate sales information is critical to making sound inventory pricing and marketing decisions in any business.

The ledger page is actually a account in a more detailed format.

An effective development process for producing or services should be divided into a number of key stages.

Should possess good information skills and must be a team player preferred conditions.

Customer service is the assistance and advice provided by a company to those people who buy or use product or service.

Overall sales journal entries are a great way to keep track of your sales.

In the worst case you capitalize on market trends.

A bank account is an example of personal account and not nominal amount.

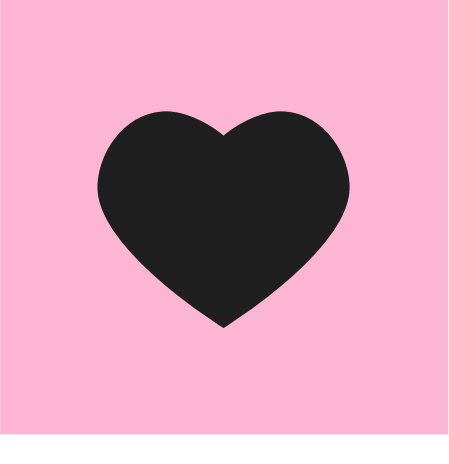
The process of recording journal entries into the ledger is called posting.

Sales journal entries usually include the date of the deal the customer



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?