



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?



Feels

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



Does

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

ESTIMATION OF BUSINESS EXPENSES

Loses can be avoided by insuring product.

A Business valuation plays an important role in deciding how much money is needed to start and run the business.

Improving the technical capabilities increases the sales of their product and reduce its expenses.

Accurate expense estimation is crucial for budget planning.

I'm not sure about all the cost factors involved.

By evaluating our costs,we can predict the ups and downs in business.

How can I make sure I don't overlook any potential expenses?

Need to consider both fixed and variable expenses.

What if unexpected costs arise? How do I account for those?

I wish there was a way to simplify the estimation process.

We play a vital role in fulfilling every customer's needs.

Marketing the products according to the needs of each location.
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Adjusts estimates based on market fluctuation.

Fear of impact on business costs due to technological advancement and competition.

Frustration about the uncertainty of estimating expense.

Anxiety due to inaccurate data during inspection.

Researches past expenses and trends.

Collect the customer's data and queries to enhancing the business strategies with the help of data visualisation.

Concern about potential inaccuracies impacting the budget.

Determined to gather as much information as possible to make an informed estimate.