

Says

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

**Qualification
of the
person**

Thinks

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



**Education of
the person**

**Expirience
of the
person**

**Referred
salary**

**Extracurricular
activities**

**Resume
Deepa, Gnana
Abarna,
Gowsalya,
Janani**

Happiness

Fear

Expectation

Presentation

Text

Heading

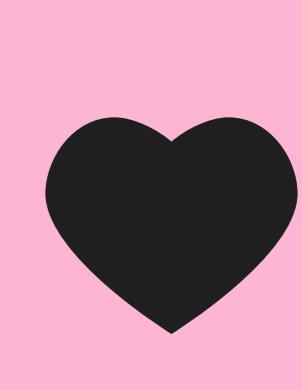


Does

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?



[See an example](#)