



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?

I need an efficient system to manage our diverse inventory of sweets.

How can Zoho Books help me optimize our inventory management?

I must ensure that our inventory remains well-stocked to meet customer demands.

I want to streamline the process of handling purchase orders and tracking stock levels.

"I need to coordinate effectively with suppliers to maintain a steady supply chain.

Accurate stock tracking is crucial for preventing overstocking or stockouts.



Monitor stock levels and coordinate with suppliers for timely deliveries

Configure Zoho Books to handle inventory tracking and purchase orders effectively

Responsible for maintaining optimal inventory levels

Work closely with the project team to define inventory management requirements

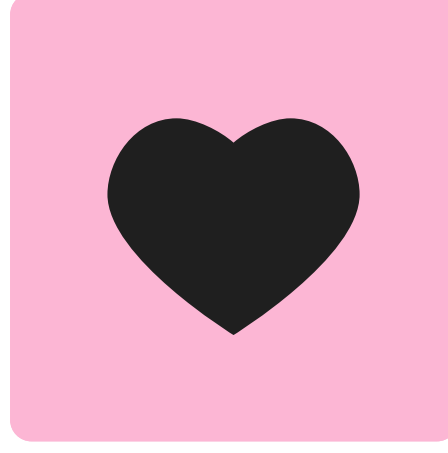
Eager to utilize Zoho Books to enhance inventory efficiency

Focused on preventing any disruptions in the supply chain



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?