



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?



what is analysis?

what is distribution?

how can the analysis be improved?

what is the purpose of distrubution plan?

how do you analysis?

how does make distribution for products

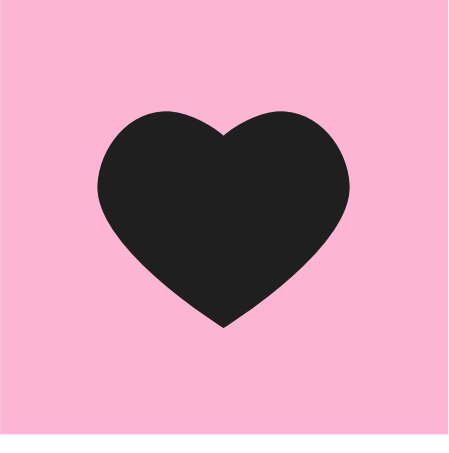
able to determine the development of the analyfical method

economic growth of a particular supply can be traced



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?