



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?

Getting profits in business.

Ensure you to understand what the project involves.

Reduction of cost in business projects.

Better reputation and repeat business.

Estimating business costs can help for future plans.

Cost of the work and its feasibility can be determined.

Estimation in business refers to the value or quantity of something that is approximate and not exact.

Calculate the cost of filling orders for the first few months, starting with how much money you need to keep your products in stock.

In order to calculate startup expenses ,first need to know business size and plan for growth . Finally , need to figure out how much money will need each month in order to cover costs while making a profit .

Being able to estimate business costs accurately can help you in the plan for future.

Estimating of business expenses is an important step in determining how much money need to start and keep business running without encountering cash flow problems .Estimating of business expenses is an important step in determining how much money need to start and keep business running without encountering cash flow problems .

Estimation of expenses helps you to determine your project's budget, schedule the work necessary and manage new resources.



Helps in more accurate planning.

The business owners should be see financial risk.

Create stronger client relationships.

Improved profit margins and resource management.

Understanding your costs is vital for informed business decisions.

It helps you to determine the profitability of your operations and how to set prices.

Estimating all the expenses required to start and operate the business , such as equipment , rent , inventory , and marketing .

Businesses evaluate the expenses involved in the manufacturing of a product or service.

Estimation helps to set a profit margin and sales price.

some company founders remain at a high level and overlook crucial details that result in major problems.

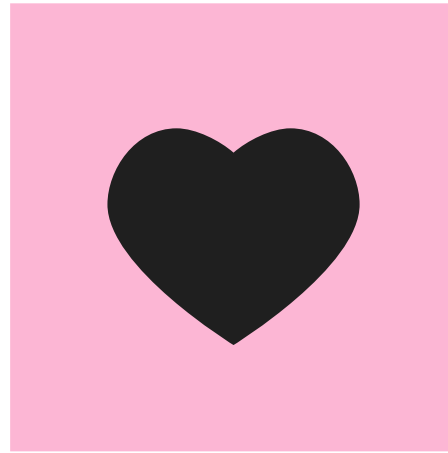
Fear of failure is one of the very most common phobias, especially among new and aspiring entrepreneurs.

By calculating these costs upfront , business owners can better plan their budget and avoid unexpected expenses .



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?