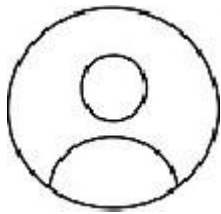


Empathy:

I need to understand which rays are going with I worry that poor gods exaail by affects my decisions.



# Toy Manufacturer Manager

	Hear	See	say	Do	Gains
<div><div></div><div>Em pat hy</div></div>	Other managers zay you moneoreundérstand	Registration- via deterinations are naid to under stand	Often ask for better reports and each bosuards	Clear and easy to deteicund\$ with Tablea u	Clear and easy to pass sighs on rays with Tab eau
<div><div></div><div>Hear</div></div>	sales team complete rt and cleaning covered trends	Confirmation about not knowing pier vet treanes	Telimy team we ne Off to Oide rständ product petlor-	Frustration Cue to doer j.couet liquation tools	Real-time insights tire ea. leacs end stock levels
<div><div></div><div>Pain &amp; Do</div></div>	Hearcomplicated 30 a-seated a. ane tend locks	<div>Display delect retin to•rr€duction using visualization</div>	<div>Request updates. to outdance reports.</div>	<div>Lack confident of on sales report</div>	<div>Confident, fast decision making with visual data</div>

