



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?

understand
the market
place and
your
customers

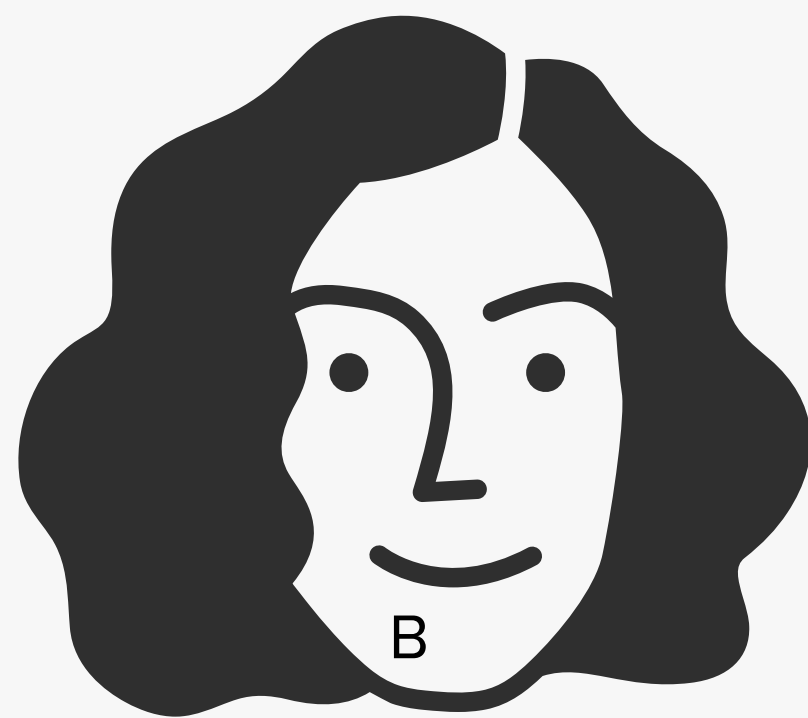
Higher
productivity
in business is
a one of the
opportunity

selling more
of the same
to the same
types of
people

find out where
and how
customers
spending their
money

Growing a business
may take time, but
there are a few
things you can do to
scale your company
more quickly

The process of
using data gained
through marketting
campaigns and
experimentation to
drive growth



U.Indhumathi
Unveiling
market

insights:analyzi
ng spending
behaviour and
identifying
opportunities
for growth

identify market
trends,pricing,business
models sales and
methods of operation

identifying
opportunities for
growth to
develop effective
marketting
strategies

Marketting
does makes
exports and
imports

Its use to
maximize
their
marketting
efforts

Export marketing
focuses on
marketting your
product in other
countries instead
of your own

Analysising
new method
to produce
the profit



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?