



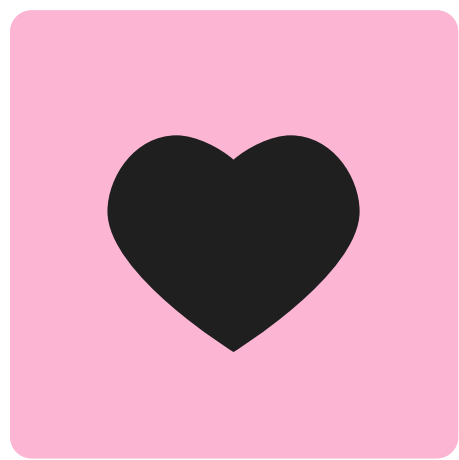
Says

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?



Does

What behavior have we observed?
What can we imagine them doing?



ZOHO BOOKS
OF
TECHPRO
SOLUTIONS

Tecpro Solutions would typically help you set up your ZOHO Books account. This involves configuring your company information, chart of accounts, tax rates, and other essential settings.

Tecpro Solutions likely want their clients to be satisfied with the services they provide. This includes meeting or exceeding client expectations in terms of ZOHO Books preparation and maintenance

Tecpro Solutions might provide training to your team to ensure that they understand how to use ZOHO Books effectively. This training could cover basic navigation, data entry, and reporting.

If you are transitioning from another accounting system, Tecpro Solutions can assist in migrating your existing financial data into ZOHO Books.

They may want to establish long-term relationships with their clients, becoming a trusted partner in their financial management.

Tecpro Solutions' overall strategy, including their target market, pricing strategy, and service offerings, will significantly impact how they approach their ZOHO Books services.

Tecpro Solutions might assist in integrating ZOHO Books with other business software applications to ensure a seamless flow of data.

They would help clients set up their ZOHO Books accounts, configure settings, and create a suitable chart of accounts based on the clients' business needs.

If clients are transitioning from another accounting software, Tecpro Solutions might assist in migrating their financial data to ZOHO Books.

Feeling empathy towards their clients can influence their behavior. Understanding and relating to clients' challenges can lead to more client-centric solutions and better communication.

A primary fear might be that clients are not satisfied with their services or that they might make mistakes in ZOHO Books preparation and maintenance, which could harm their reputation.

Concerns about data breaches, loss of client financial data, or other security issues could be a significant fear, given the sensitive nature of financial information.