



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?



*RUNNING OF
GENEAL
MEDICAL
PRACTISENOR
HOSPITAL

COLLECTING
DETAILS OF
POTIENT

*COLLECTING
MEDICAL SERVIE
FEES AND
MAINTAIN
PROPEN
RECORD

*CREATION
OF PATIENT
ACCORDING
TO THEIR
ILLNESS

RAISING
PATIENT
BILL
&INVOICE

RAISING
VENDOR
INVOICE FOR
HOSPITAL
NEED

*ENTER VENDOR INVOICE
FOR THE PURCHASE OF
FUNITURES, LAB TESTING
INSTRUMENTS,REQUIRED
MEDICINE E

ENTER PATIENT
DETAIL AND
RAISING
PATIENT BILL
AND INVOICE

*PATIENT DETAILS
ENTRY IS VERY
EASY AND TIME
CONSUMING
PROCESS IN
ZOHOB BOOKS

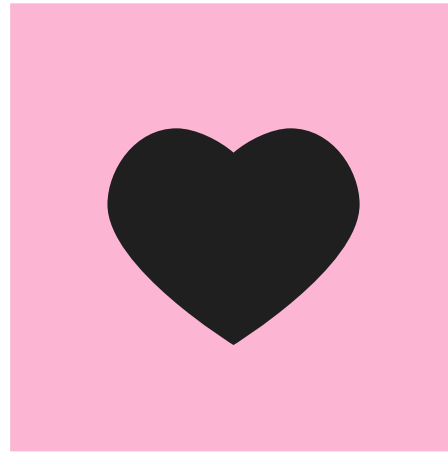
*RAISING PATIENT
BILLS AND INVOICE
ARE ALSO
USERFRIENDIY
AND ONE CLIKE
PROCESS

*FINANCIAL
REPORT
GENERATION ARE
ALREADY LISTED IN
ZOHOB BOOKS
WITH VARIOUS
USEFUL FORMA



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?