



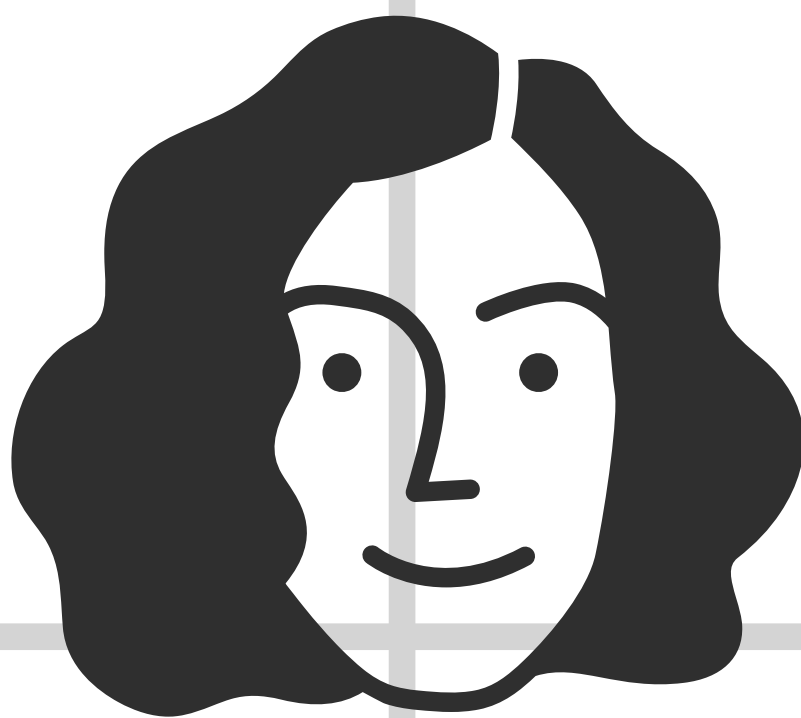
Says

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?



kavimathi.p

estimation of business expenses

provides the value of the cost sustained in the manufacturing

helps set a profit and sales price.

business expennses are costs associated with running a company.

expenses are also a part company's income sheet.

this method gives investors an idea of the approximate expenses incurred in the completion of the project.

it involved in the manufacturing of product or service

estimating business expenses is an important step in determining how much money you need to start and keep your business running without encountering cash flow problems

business expenses are incurred as a part of a company's operations.

it is expansive to implement and it is time consuming

business subtract their expenses from their revenue to determine their net profit or loss and taxable income

it is not flexible enough to answer what if ? questions

it get hard if we didn't have a plan



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?