



### 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?



1.Organisational development and change.

2.Research Evalution & impact assessment.

3.Business planning & strategy.

1.You have to analise the people needs in the market.

3.Then analyse the other market product disadvantages and goes into start up with.

2.The product is available in the market,then we have to find out the disadvantages of the product.

1.Willin to buy the products .

2.Financial sustainability & income diversification for voluntary sector organisations and social enterprise.

3.Psychometric assessment.

2.Taste,quality,quantity will satisfied with ud.

3.Satisfy our full needs in the product.

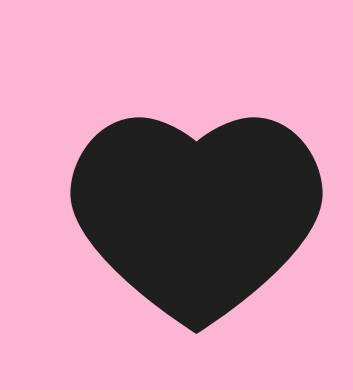


### Does

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?



See an example