



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?

To predict the quantity, cost, and price of the resources required to complete a job within the project scope.

The benefits include budget planning, resource allocation, risk management, improved decision-making, and competitive advantage

Build Better Client Relationships and help You Decide Whether to Take on the Project.

The key technique for predicting and controlling project risks

To determine an estimate's scope, cost analysts must identify the customer's needs

A project estimate is the process of accurately forecasting the time, cost and resources required for a project



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when a company is planning a new product launch, they will use an estimate of the demand for the product.

Emotions can also affect our behavior directly, as in the case of aggression, or behavior that is focused on hurting others.

Organizational behavior study helps a leader to understand their influence on the employees.

Organizational behavior describes how people interact with one another inside of an organization, such as a business.

A looming presence, an Invisible force that holds one back from taking risks and pursuing their dreams.

One of the most significant sources of financial anxiety Is the fear of not having enough money.



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?