



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?



They wants to define the key performance indicators align with their organisations

To determine the financial needs of the company will enough or not

Recruiting new Employees

They wants to analyse their company turnover

Expand their Organisation

Giving development training for their employee

If the development training is needed for the employees

Would we increase the investment amont

They must collect record details of the employees

Prepare the visual representation for the collected data

Analyse the financial progrees of the Company

Give development training for their employees

Track the progress of their employees

Satisfied when the Company wealth is well

Unsatisfied when the company wealth is not well

Wish to encourage their employees to work well

It evolutes the company inverstmnts in employees development

Prepare more strategries to make their organisation wealth



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?