



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?



the techpro community  
global launch comes after  
the success of the  
program in the asia  
pacific region which just  
celebrated the one year  
anniversary of its own  
techpro community with  
1000 members.

Type your paragraph...

Type your paragraph...

all of these in an  
effort to understand  
the greatest gift of all  
unconditional love  
every step of this  
process involved the  
discovery.

consumer behavior  
can be thought of as  
the combination of  
effort and result  
related to the  
consumers need to  
solve problems.

a family consumer all of  
milk in the house or the  
tires on the family car  
wear out or the bowling  
team is planning end of  
the season picnic these  
present consumers with  
a problem which must be  
solved.

HPE this week rolled  
out its tech pro  
community as part of a  
stepped up offensive  
to drive more business  
outcomes solutions  
selling with partners.

hewlett packard  
enterprises tech  
pro community  
follows through  
on HPE CEO  
Anthony series

Type your paragraph...



Tech pro solutions

Short summary of  
the persona

the act of looking at  
something changes it an  
effect that holds true for  
people animals even  
atom hears how the o  
bserve effortn distorts our  
world and how we can get  
a more accuraret picture.

observation can  
have both  
positive and  
negative effects  
on a persone  
conduct

but social science  
states that harm can  
happen even when  
the government is not  
actively looking over  
the people shoulder.

Your body's fear response  
starts in a region of the brain  
called the amygdala she  
explains several natural  
physiological changes take  
place that help us prepare to  
be more efficient in a  
dangerous situation our pupils  
dilate our breathing  
accelerates heart rate and  
blood pressure rise she says

This is a normal  
human response I can  
feel like you're in the  
face of fear couldn't  
behavioral patterns  
than normal like  
loading up on toilet  
paper Maurices

Type your paragraph...

According to study.com behavior  
is different from emotions but is  
very strongly influenced by them  
one way that behavior is affected  
by emotions is through  
motivation which drives the  
person's behavior emotions like  
frustration and boredom can  
lower motivation and thus lower  
the chance that we will act



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?

