

Says

What have we heard them say?
What can we imagine them saying?

What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

The cost is high but brand and feature doesnot justify it

People are not satisfied with the company's product

The quality of the product is not good.

The delivery time is high.

Improve the quality of the product

People have to wait for more time to get the product they purchased

The sales of our company is decreasing.

Company is not well known.

BUSINESS

Raw material can be purchased at low cost

Giving more discount to regular customers than others

The cost will be effective for the brand and features

The delivery time will be reduced

To create a specific app to reduce the processing

Overcrowd (Excess of staff) can be reduced

Advertise the company for the maximum reach

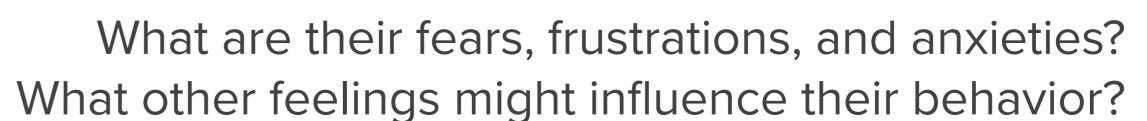
The product's quaity will be increased as well as sales

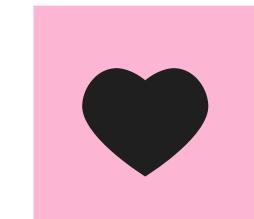
time

Does

What behavior have we observed? What can we imagine them doing?







Feels