



**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?

HealthHub Medicial Clinic

R. Dharshan  
M. Thanaventhiran  
P. Santhosh  
R. Abdul Thoubik

Helps In Making  
Information  
Decision In Their  
Bussiness

There Are Inventory  
Track And Sales

Onile Retail  
Store

Is It Hard To  
Maintain  
Reports?

To Whom Does It  
More Beneficiency?

Whon Are Their  
Customers?

Reconcial Bank  
Transaction

Generate Invoices  
&  
Manage Customer  
Payments

Help In Making  
Informed  
Decisions In Their  
Bussiness

Retailing Betw/een A  
Wide Range Of  
Customers

Various Lifestyle  
Products At  
Wholesale &  
Retail

Process  
Supplier



**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?