

Says

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

> estimation in bussiness refers to the value or quantity of something that is approximate and not exact

An estimate can also be used to calculate the cost of project

An estimate should include a breakdown of all the anticipated costs associated with the project, as well as a description of the scope of work.



Persona's name

Short summary of the persona

including materials, labor, and other expenses.

a formal document

approximate cost for a

detailed breakdown of

project. It includes a

the expected costs,

that provides an

Finally, present your estimate in a clear and professional format, making sure to list any terms and conditions that apply.

An estimate is typically used when the final cost of a project is uncertain, or when the customer needs to know how much the project will cost before deciding whether to proceed.

Thinks

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



An estimate should include a breakdown of all the anticipated costs associated with the project, as well as a description of the scope of work.

It is important to be as detailed and transparent as possible when creating an estimate, as this will help build trust with potential clients.

The most important thing is to make sure that your estimate is accurate and includes all relevant information.

a document that provides potential customers with an approximation of the cost of goods or services.

An estimate can be used to provide an approximate price for a project, product, or service. Estimates are often used in the construction industry, but can be found in other industries as well.

Estimating also allows businesses to plan for unforeseen expenses and keep track of spending.

Feels



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

