



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?

Themed Tours

Sustainable Travel

Sustainable Travel

Local
Experiences

preparation &maintaince of zoho
books for travel tax tours

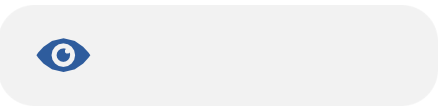
G.VISWA
VINOTH KUMAR
SATHISH KUMAR
KARTHICK RAJA P

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?



[See an example](#)