



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?



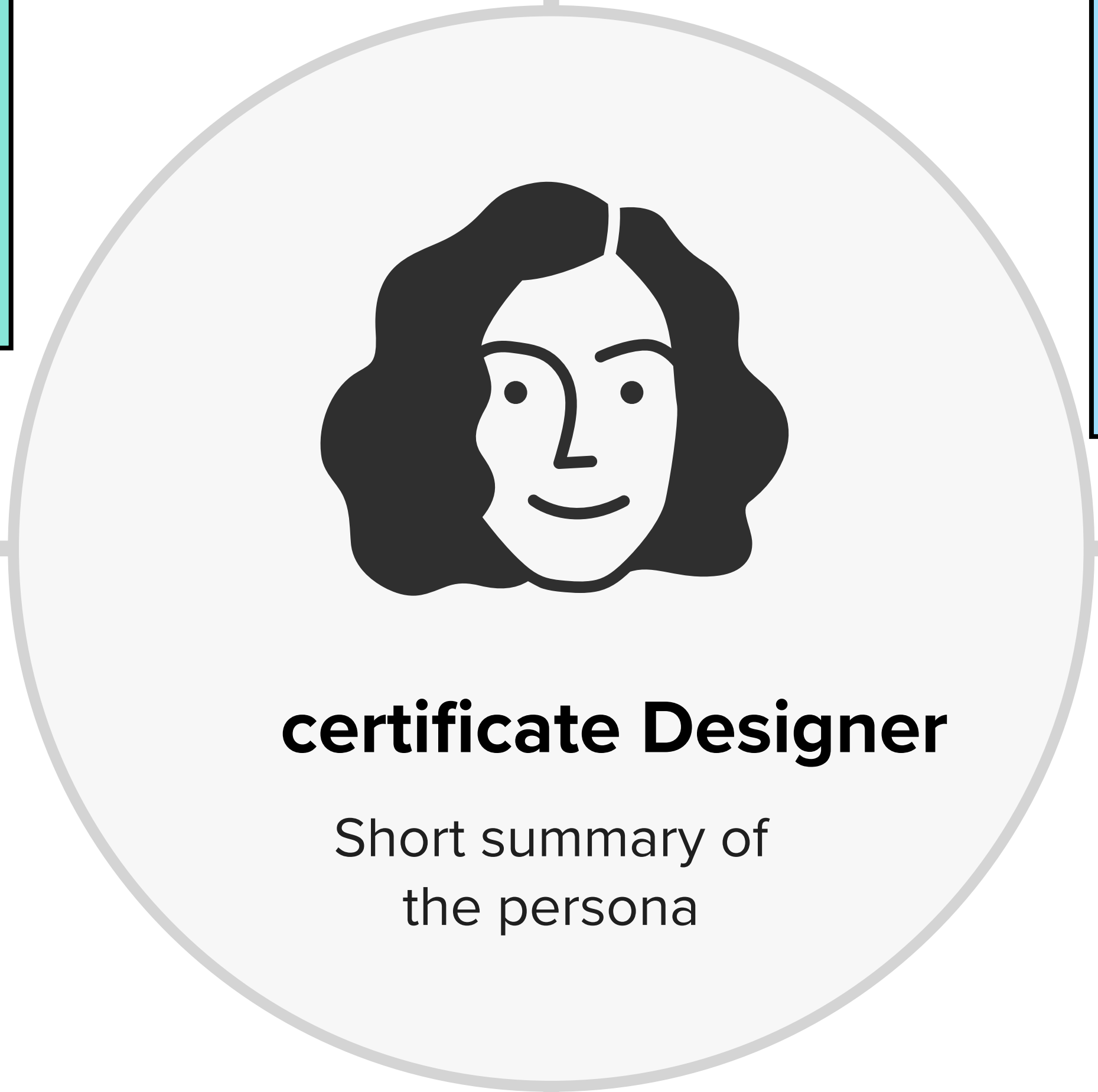
Does

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?



I want to obtain a debate certificate.

Will a debate certificate enhance my credibility?

I'm interested in improving my debating skills.

I need recognition for my debating abilities

Where can I find reputable debate certificate programs?

what are the requirements and costs involved?

Researches debate certification programs online

Anxious about the competitiveness of debate certification.

Seeks advice from experienced debates or mentors.

Attends debate workshops or classes.

Excited about the prospect of improving debate skills

Determined to succeed in debates and obtain certificate.