

## Says

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

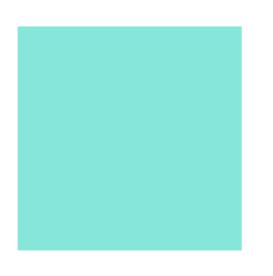
What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?



**Thinks** 

I am allegiant to Delta because I never have a bad experience.

Am I dumb for not understanding this?"



"I don't understand what to do from here."

This is really annoying."



sethuraman sathish sibiraj sneha

mpatient:
pages load
too slowly

Refreshes
page several
times.



Confused: too many contradictory prices



## 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?

