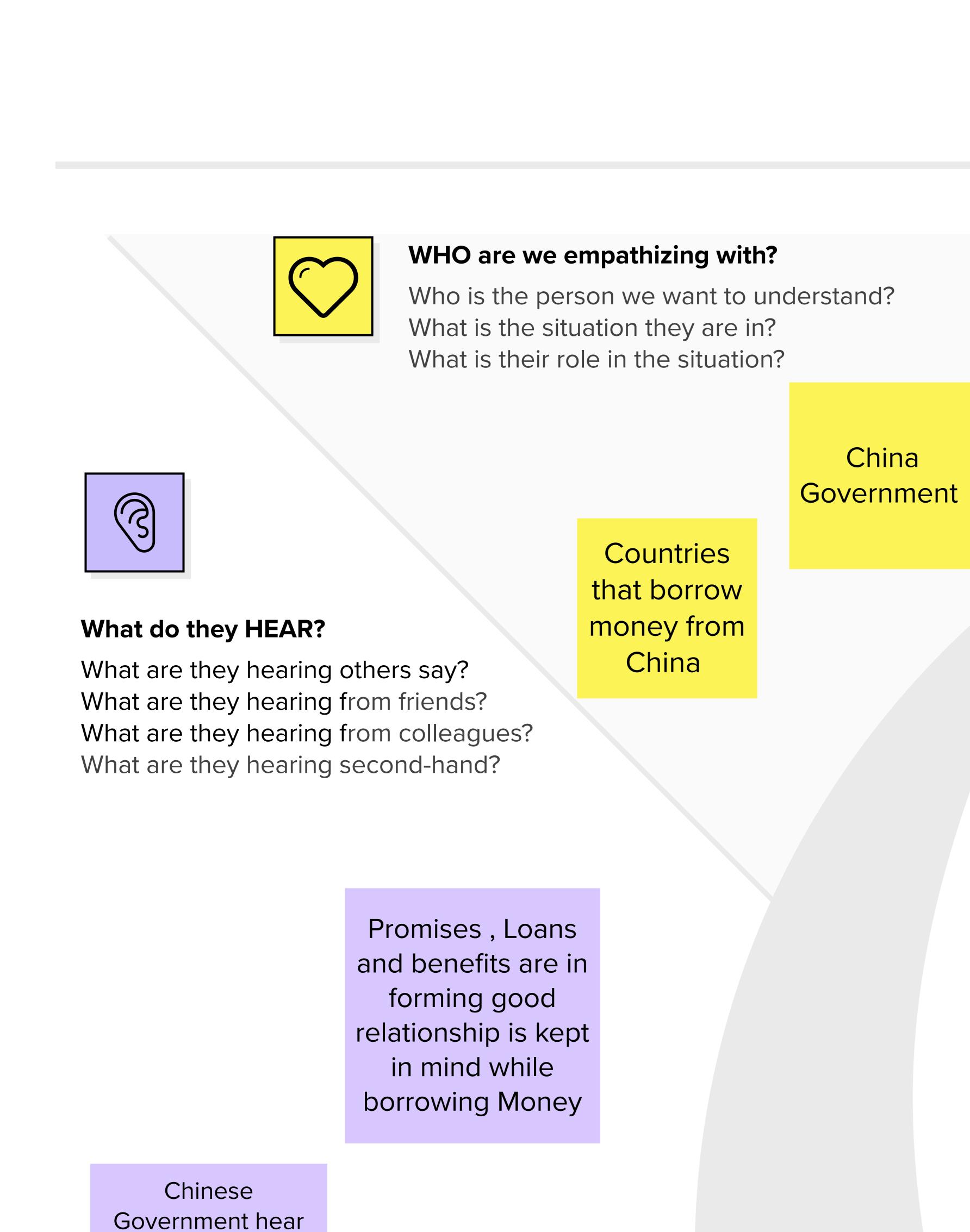
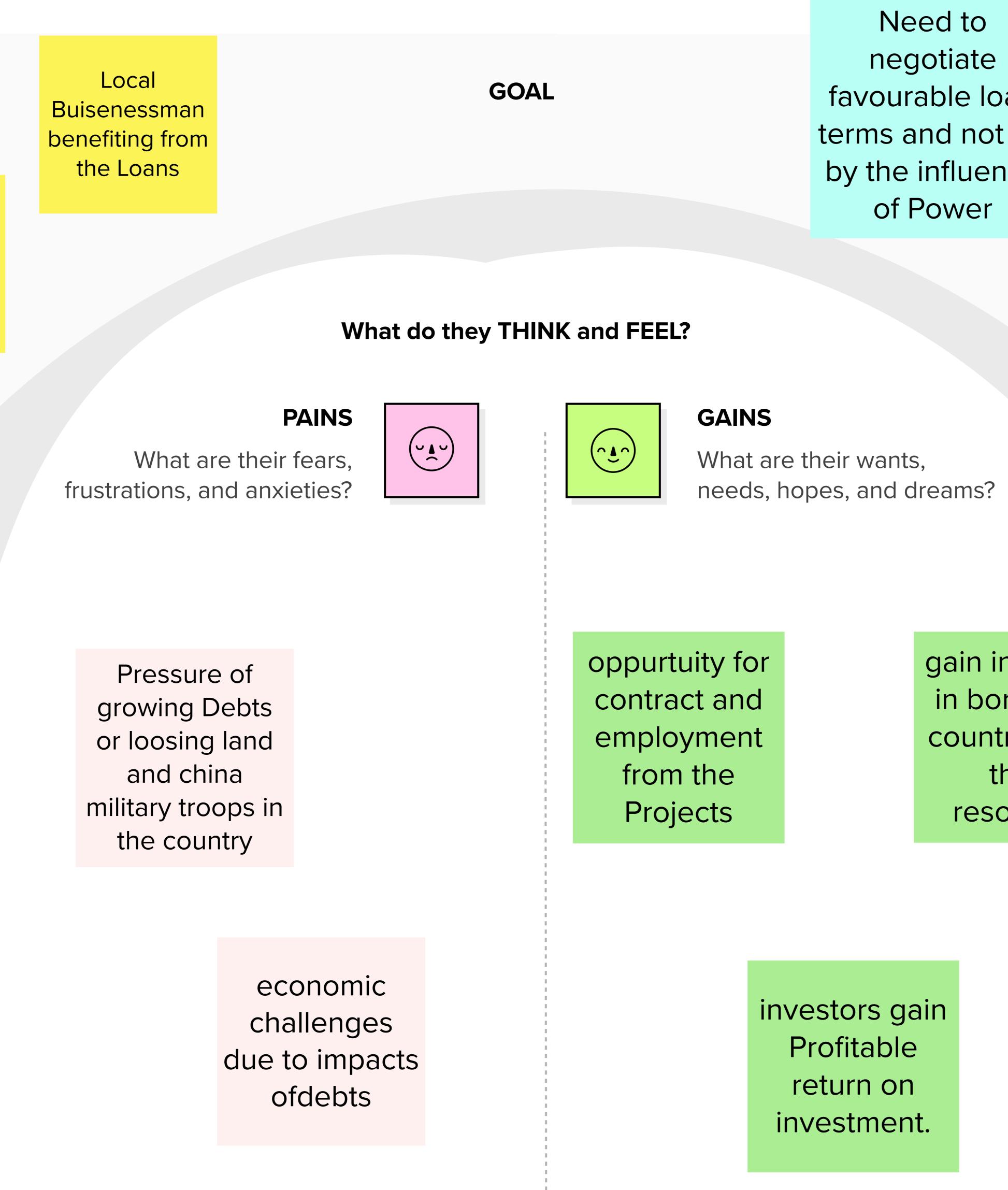
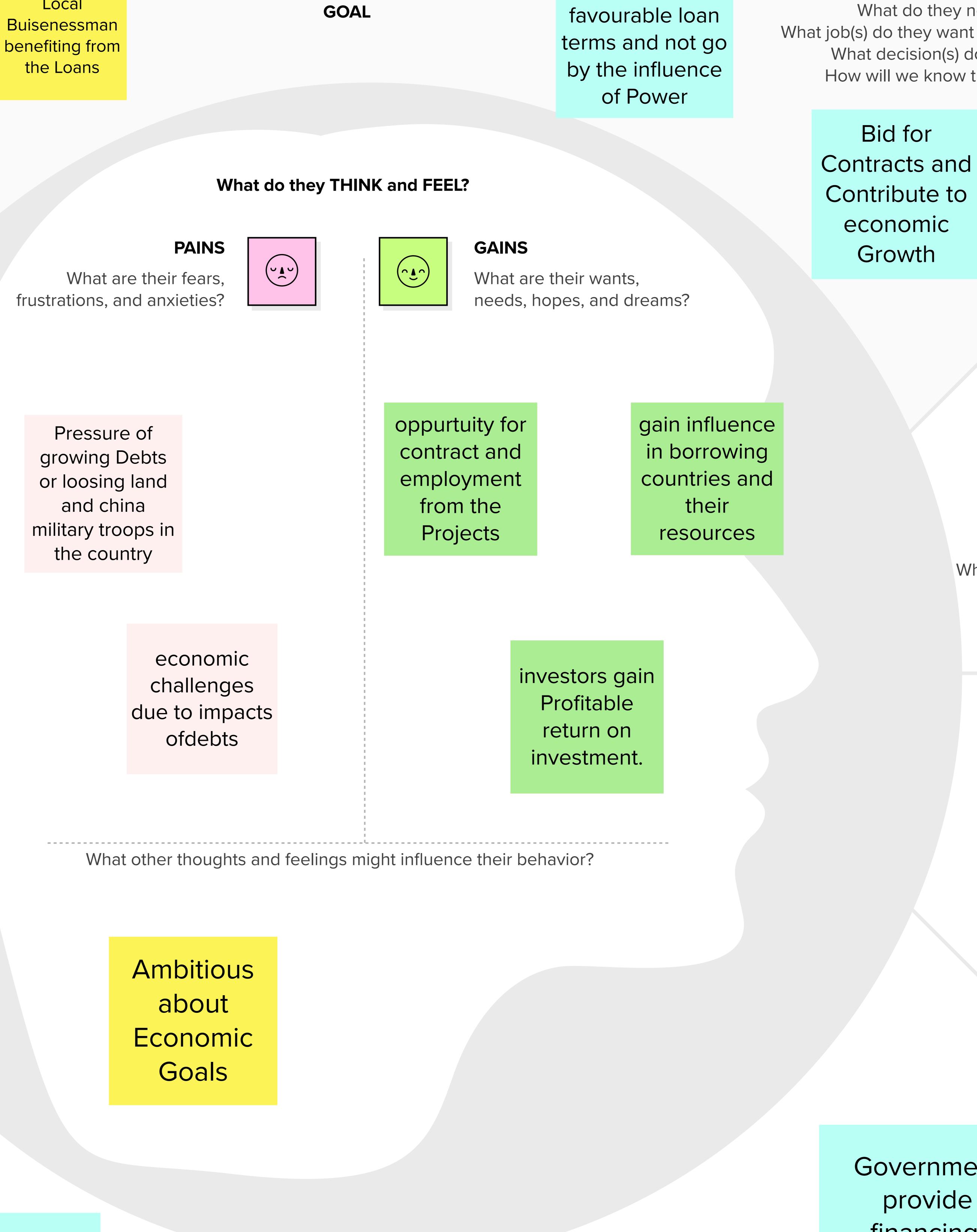


# Develop shared understanding and empathy

Summarize the data you have gathered related to the people that are impacted by your work. It will help you generate ideas, prioritize features, or discuss decisions.

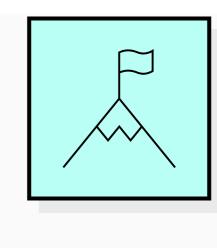






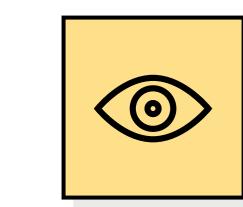
# What do they need to DO?

What do they need to do differently? What job(s) do they want or need to get done? What decision(s) do they need to make? How will we know they were successful?



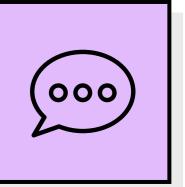
potential interest on their Ioan, investment oppurtunities

Promised Infrastructure, economic Development



#### What do they SEE?

What do they see in the marketplace? What do they see in their immediate environment? What do they see others saying and doing? What are they watching and reading?



## What do they SAY?

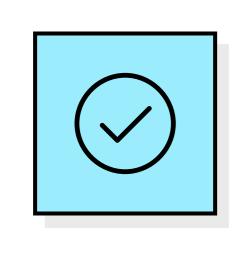
1 A / I express benefits of loans and committment to projects

e we heard them say? e magine them saying?

concerns about transparency,

Government provide financing, engage in diplomatic efforts

debt sustainability.



## What do they DO?

risks associated

with chinese

lending practices

and impact on

global financial

stability

What do they do today? What behavior have we observed? What can we imagine them doing?

Sign Agreements, and Negotiate Terms of Use



about the

geopolitical

oppurtunities

coming in front of

them.



