

Says

Thinks

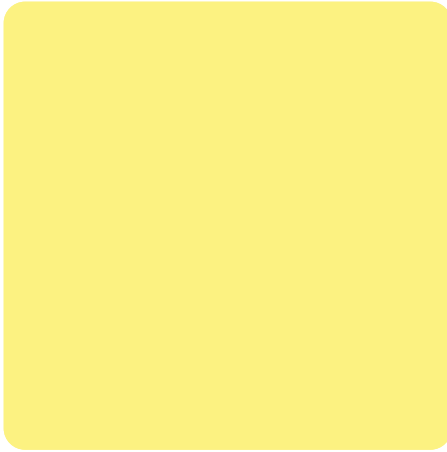


What are their wants, needs, hopes, and dreams?
What other thoughts might influence their behavior?

Talk about
your
aspiration in
unique terms

Things you
would like
to happen
in future

work culture ,
job
responsibilities
relationship with
colleagues



Essential to
providing
goods or
services

The ability
to do what
they do
best (58%)

A business
professional who
performs specific
duties based on
the jobe role



The responseof
an employee
toward a
specific
situation at work

Trust, conflit,
commitment,accountability
and result

willingness
to learn
and
improve

not being able
to reach out to
managment
when faced
with a personal

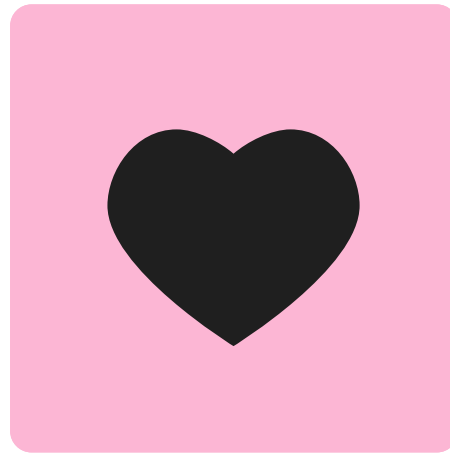
worries
about your
job
performance

meeting ,
staff
lunches,and
office parties



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

