



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?

Every business need funding requirements, space requirements, materials and tool equipments and pre-plan labour requirements.

It develop creative freedom and personal satisfaction.

It hope for quick profit, satisfactory cash flow and demand of materials in high.

Entrepreneur  
Empathy

Estimate is a more detailed version of a budget, which covers the expenses of a project before you brgin.

An estimation cost is an approximate projection of future expenses incurred in goods production or completion of a project.

The importance of accurate cost estimates for business is that it helps to predict the market cost of a project and manage the budget.

Deadlines of completion of profit can be the source of enormous anxiety.

It influence to overcome crisis and takeover the business in better way.

Lack of communication from management team.

You have the freedom to make the decisions that are crucial to your own business success.

They can leverage the freedom to work anywhere that sparks their creativity and productivity.

As a business owner, you'll be involved in all aspects of your business.



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?