

## 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** 

Highly priced products

They more mode

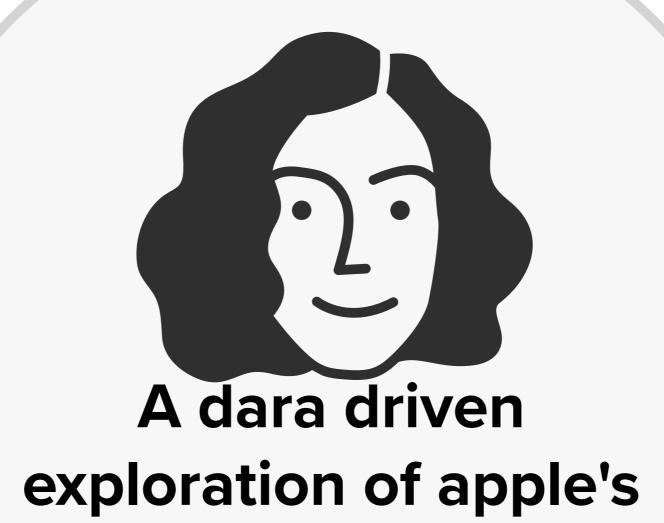
They need more 5G models

Having more competitions than other smartphones

Trendy and advanced features

Wants affordable prices

Need good customer service



iphone impact in india

clicking their pic using resolutionized camera

They might get addicted by using it

Due to its fatest charging facility people feel effective

Innovative designs

Handly and feeling comfort

Playing games and communicate with others due to having

## Does

What behavior have we observed? What can we imagine them doing?



What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?





