



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?

Interst rate
repayment,peroid
and fees very
depending on the
lender and the
type of loan.

ASK:In this paper we
presented the ASK system,a
system for effectively
connecting people to each
other.The system inplinent
an intelligent matching
mechanism which uses
knowledge derived from
past experiences.

The system orientation is altimately
"A way of being that points to
alternative ways og thinking and
acting"

By becoming systems thinkers,not
only will we impact the world
around us more effectively,but our
own lives

will also be changed,when we see
the world through a systemic lens.



BANKER

Property
documents and
salary certificate
has been
seriously viewed.

verify scanned
documents manually
Property documents
and salary certificate
has been seriously
viewed

Final approval
will be done
by a human
being
(Manager)



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?