Empathy Map Worksheet

1. WHO are we empathizing with?

- · Who is the person we want to understand?
- · What is the situation they are in?
- · What is their role in the situation?

2. What do we want them 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?

3. 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?
- · What do they see others doing?
- · What are they watching and reading?

4. What are they SAYING?

- · What have we heard them say?
- · What can we imagine them saying?

5. What do they DO?

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

6. What do they HEAR?

- What are they hearing others say?
- · What are they hearing from friends?
- · What are they hearing from colleagues?
- · What are they hearing second-hand?

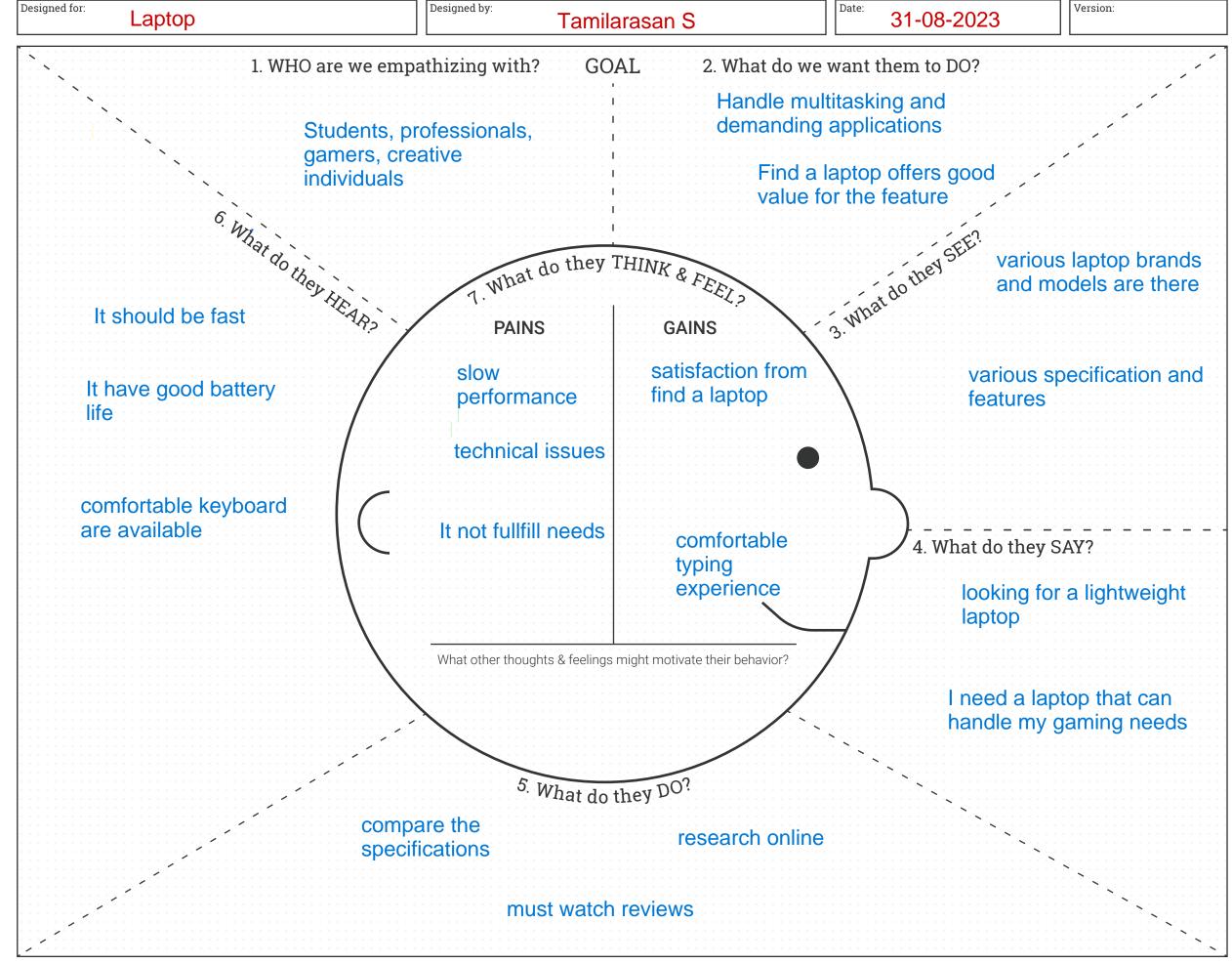
7. What do they THINK & FEEL? **PAINS**

What are their fears, frustrations, and anxieties?

GAINS

What are their wants, needs, hopes and dreams?

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