



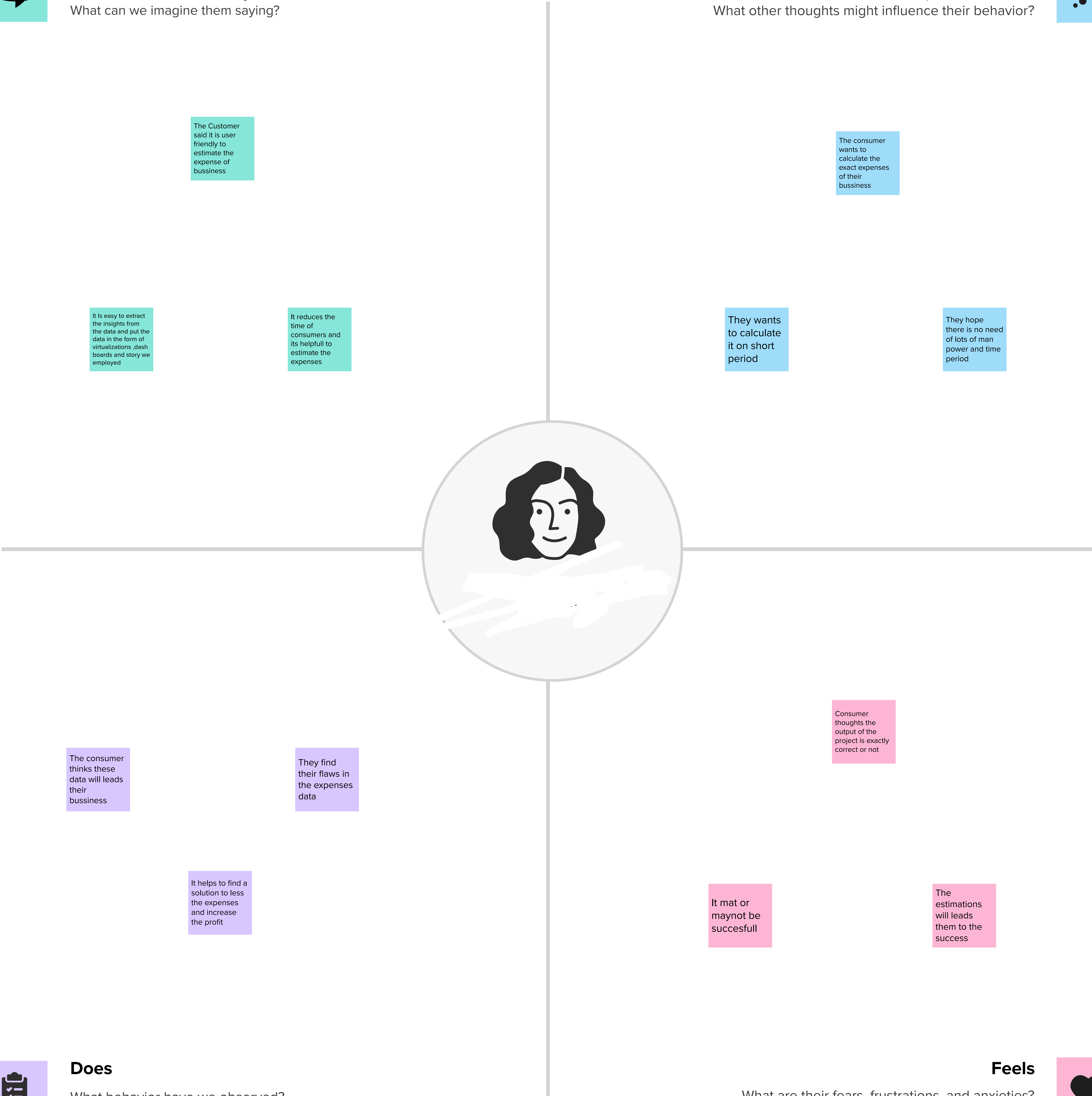
Says

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?



The Customer said it is user friendly to estimate the expense of bussiness

It Is easy to extract the insights from the data and put the data in the form of virtualizations ,dash boards and story we employed

It reduces the time of consumers and its helpfull to estimate the expenses

The consumer wants to calculate the exact expenses of their bussiness

They wants to calculate it on short period

They hope there is no need of lots of man power and time period

The consumer thinks these data will leads their bussiness

They find their flaws in the expenses data

It helps to find a solution to less the expenses and increase the profit

Consumer thoughts the output of the project is exactly correct or not

It mat or maynot be succesfull

The estimations will leads them to the success



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?