

Says

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

work and related experience

awards and honors

activities / hobbies

Thinks

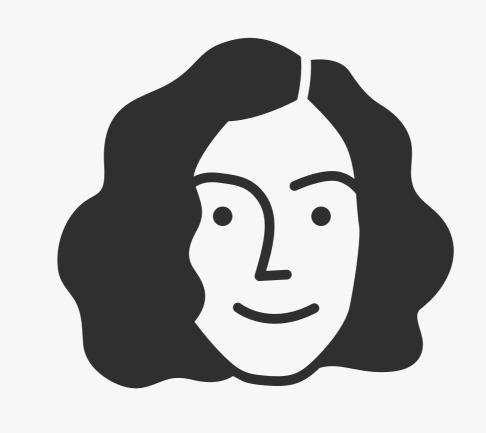
What are their wants, needs, hopes, and dreams? What other thoughts might influence their behavior?



altering an individual are groups actions or habits

colsing a tough sale

supervising a team



Thenmozhi's Group

Create a Resume

postures, movements , nonverbal and verbal behavior the systematic recording of behavior bye an external observer

notice posture personal frustration

conflicting frustration

pressure frustration



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?



