

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

An expenses must be considered as ordinary and necessary by the IRS to be tax-deductible.

business expenses are incurred of a company's operations.

Business subtract their expenses from their revenue to determine their net profit or loss and taxable income .

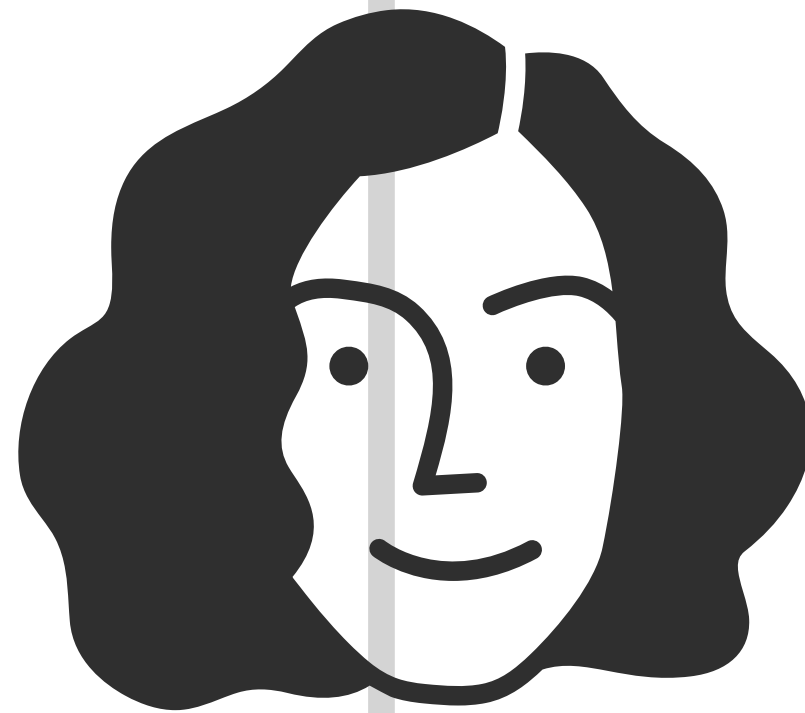
stable environment with continued opportunity to enjoy nature and clean air and water.

Stable government with continued opportunities to exercise freedoms and travel safely.

Stable economy with continued opportunities for gainful employment , investment for retirement ,good working conditions, and sense of fulfillment and financial security.



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



dhharshini's room

Estimate are documents that provide approximate costs for a project .

The three basic cost behavior patterns are known as variable, fixed , and mixed .

Behavior is the mannar in which expenses or impacted by changes in business activity .

Management's attempt to understand how operating costs change in relation to a change in an organization's level of activity .

The difference between getting projects up and running quickly vs. encountering delays or cancellations .

Lost productivity alone for depression and anxiety has been estimated to cost the global economy .

Generalized anxiety disorder involves persistent and excessive worry that interferes with daily activities .



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?