



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?



how to write a professional estimate assess the project

identify timing and pricing include all the necessary estimate components

a cost benefit analysis is a process used to measure the benefit of a decision

only when entrepreneurs can say what they was personally from their bussiness

cost variance can be caused by various factor

such as changes in cost behaviour and structure, cost drivers ,cost allocation

cost behavior analysis refers to management attempt to understand

one time expenses equipment expenses trademark,copyright

how operation costs chnge in relation to chnge

during restructuring rumors spread and fear takes hold

you can reduce the turmoil by finding ways



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?