



Says

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

clearly state
your price

list your
projected
timeline

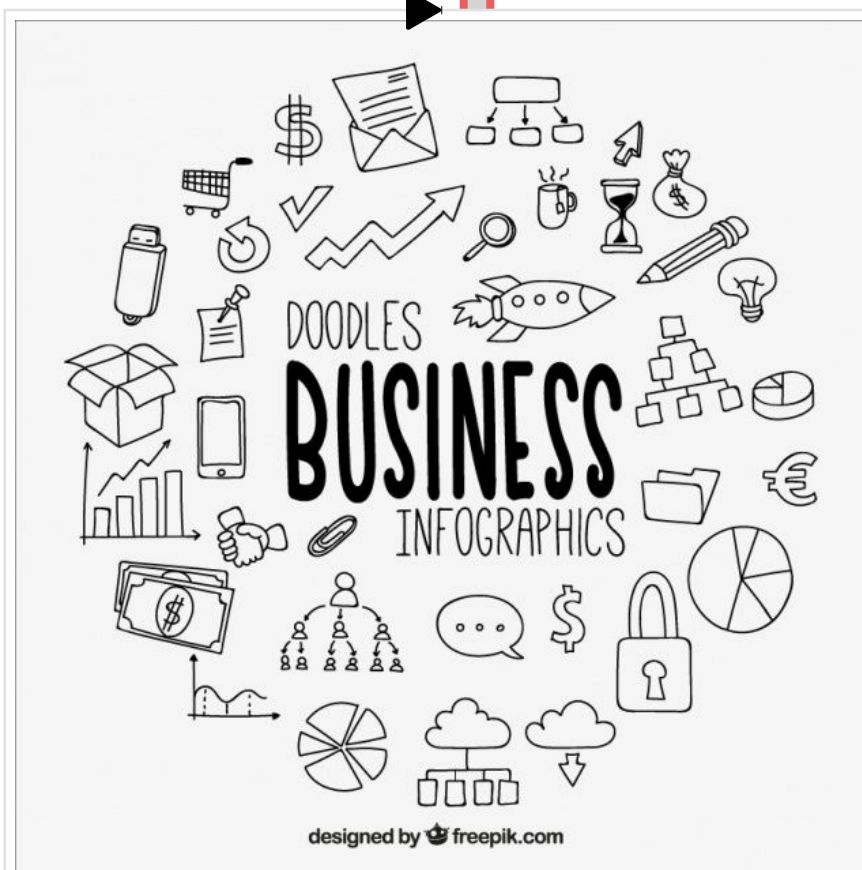
I will
understand
the
discussion



Decision
makers
financial
analysts

talent
person and
honest
person

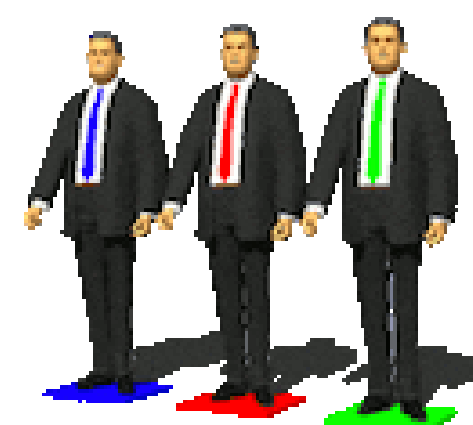
identify areas
of inefficiency
or opportunity



Need to
money
business

Good
position the
business

My business
is first place
in the
society



Good
character and
itself honest
persons

Our thoughts
create our
feelings and our
feelings drive
our behavior

Women
voice bold
in business



Thinks

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

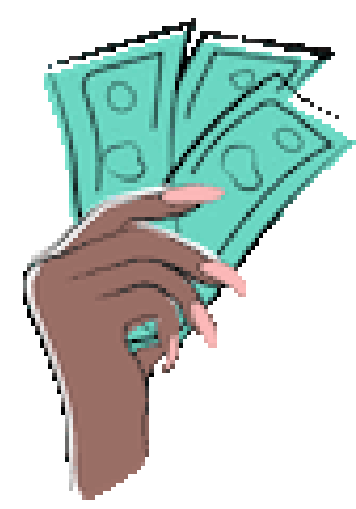
Estimation
of Business
Expenses



Higher
positing in
work

Salary
increase in
work

Decrease in
work
pressure



Risk identification
and mitigation
and establishing
a culture of safety

postures,
movement,
nonverbal
and verbal
behaviour

Enable continuous
improvement of
safety performance
by eliminating risk
behaviors through
behavioral
observation



A common
emotional response
to opposition
related to anger
annoyance and
disappointment

Abandonment
of fear of
failure



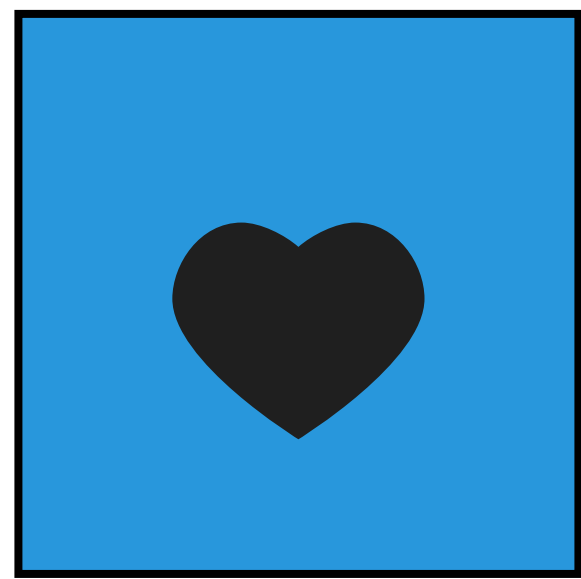
Sweat
restless and
tense and
have a rapid
heart beat

ONLINE
BUSINESS

Frustration
and
boredom

Personal
and self
factors

Life
experience



Feels

What are their fears, frustrations and anxieties?
What other feelings might influence their behavior?



Does

What behavior have we observed?
What can we imagine them doing?

See an example