



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?

We need software for our company projects.

Desires for a stress free environment to the working staffs.

Can you provide Electronic devices with an working apps.

Our projects has been done on time are crucial.

Concern about our Clients Satisfaction or Expectation.

Exitement about impressing our clients.



TECH PRO SOLUTION

Opportunities don't come, You create them

Hiring well Knowledge and skilled employees for our projects.

Budget Constraints.

We should good vision and mission of our Company.

Worries about virus or Malware or software errors.

Fear of delivering the projects to the clients on time.

We have well Infrastructure



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?