



Says

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

Business expenses are incurred as part of company operations.

If you does not make a proper costs plan its affect you career and your customer life

You start a business, you take a responsibility of profit and loss.



Thinks

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

Estimation of costs that a company incurs while running their operations. Example, Insurance, taxes.

You determine how much money you will need to start good business? For example, Cultivation of mushroom business.

I think to estimate the cost of the project based on parameters such as size, complexity, and quality.



Estimation of Business Expenses

Our business is developed by specific things, so the costs plans for things is more important. Example, in motor store, you need tables, tools, etc.,

You do a proper plan of estimation costs before you invest in your business.

Prepare a list of 12 months with estimated sales, costs, and expenses for each month. This is help to identify profit and loss.

If you does note make a proper plan about your business expense, that affect your job career.

You are the responsibilities of your business. loss and profits. Its sometimes create fear and happy feel,

If you start a business, you are flexible person to take decision as own. This make confident feel to face our society.



Does

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

[See an example](#)



Feels

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