

BUYER PERSONA

Starter Questions

PERSONAL INFO:

- Age
- Gender
- Children
- Marital Status
- Location
- Income
- Education



PROFESSIONAL INFO:

- Job Title / Role
- Career Path
- Company / Industry
- Company Size
- Special Skills
- What is a typical day like?
- What tools do they use?
- Who is their boss?
- Do they manage others?
- How is their success measured?



GOALS & CHALLENGES:

- What are their personal / career goals?
- How do they prioritize these goals?
- What challenges impact achieving these goals?
- How could you help?
- What questions do they ask when seeking solutions to these challenges?

WHERE ARE THEY?

- How do they get information?
- How do they communicate?
- What media do they consume?
- Do they belong to any associations?
- What social media do they use?
- Do they attend events or conferences?
- Where do they spend their days?
- Do they have relevant hobbies?

VALUES AND FEARS:

- What do they value in their personal or professional life?
- What is important to them when considering a product like yours?
- What objections might they have?
- What drives their decision making process?

NEGATIVE INFO:

- Are there customers you don't want?
- Too difficult?
- Too expensive to support?
- Not enough budget?
- Wrong industry?



Persona Question Guide

AW Rasmussen



Persona Question Guide:

Enjoying the Song of Appearance: An Mental Symphony within **Persona Question Guide**

In a global consumed by screens and the ceaseless chatter of instant connection, the melodic elegance and mental symphony produced by the published term frequently fade in to the backdrop, eclipsed by the constant sound and disruptions that permeate our lives. However, nestled within the pages of **Persona Question Guide** a wonderful literary prize brimming with organic feelings, lies an immersive symphony waiting to be embraced. Constructed by a wonderful composer of language, this charming masterpiece conducts viewers on a mental journey, well unraveling the hidden melodies and profound affect resonating within each carefully constructed phrase. Within the depths of the touching assessment, we will explore the book is key harmonies, analyze its enthralling publishing model, and submit ourselves to the profound resonance that echoes in the depths of readers souls.

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