

# 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

**CloudRoar Consulting Services**



## **Persona Question Guide:**

## Whispering the Strategies of Language: An Emotional Quest through **Persona Question Guide**

In a digitally-driven world wherever monitors reign supreme and immediate conversation drowns out the subtleties of language, the profound techniques and emotional nuances hidden within words frequently go unheard. However, situated within the pages of **Persona Question Guide** a charming literary prize pulsating with natural feelings, lies a fantastic quest waiting to be undertaken. Published by an experienced wordsmith, this charming opus attracts visitors on an introspective journey, gently unraveling the veiled truths and profound affect resonating within the muscles material of each word. Within the psychological depths of the touching evaluation, we shall embark upon a sincere exploration of the book's key styles, dissect their captivating writing model, and yield to the strong resonance it evokes deep within the recesses of readers' hearts.

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