

# Empathy Map

## What might they SEE?

What can we imagine them seeing in their immediate environment?

## Who are we empathising with?

Can we imagine the person we want to understand?

## What do they SAY?

What can we imagine them saying?

## What do they THINK and FEEL?

### Pains

What can we imagine are their fears, frustrations and anxieties?

### Gains

What can we imagine are their wants, needs, hopes and dreams?

## What do they HEAR?

What can we imagine them hearing?

## What do they need to DO?

What can we imagine them needing to do?

## What do they DO?

What can we imagine them doing?

