



**MAKING SENSE**

# Empathy map

**Prof. Guillermo Palau Salvador (INGENIO-CSIC)**  
**Co-autor: Yanus HUB**



**Virtual  
Hackathon**

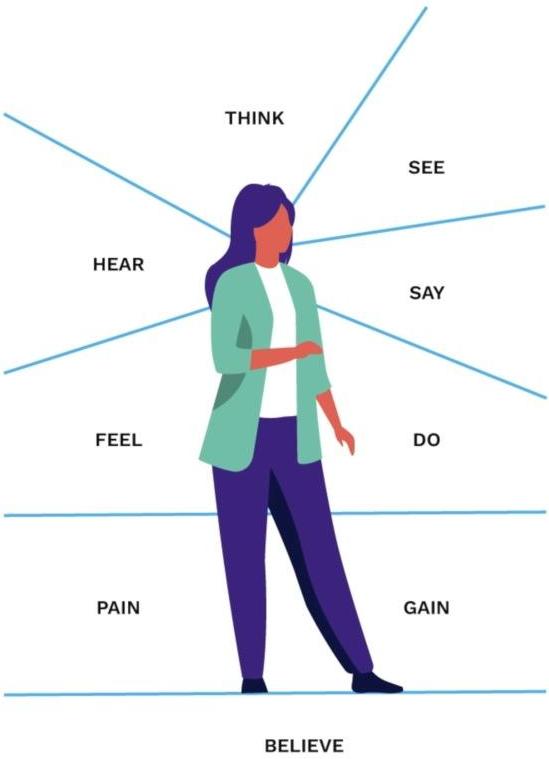


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la Unión Europea**

# What is it?

## Empathy Map

### Virtual Hackathon



THE STAKEHOLDER

THE RELATION

THE CHALLENGE



THE STAKEHOLDER

THE RELATION

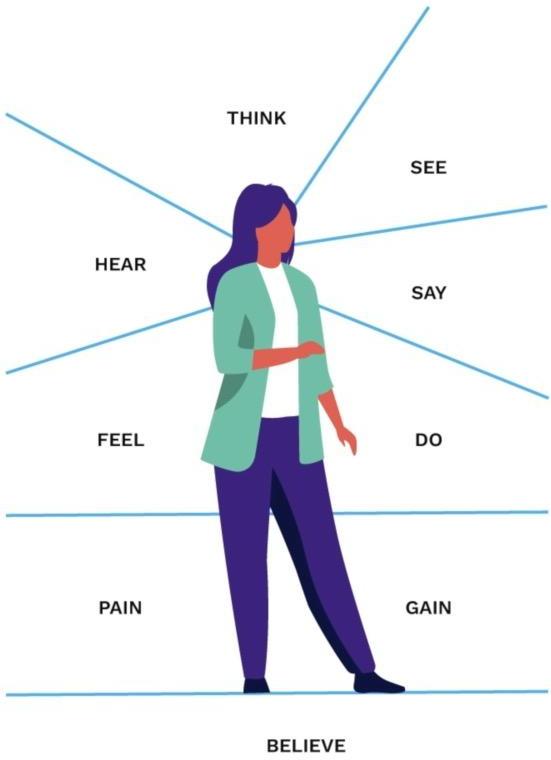
THE CHALLENGE



# When to use?

## Empathy Map

### Virtual Hackathon



THE STAKEHOLDER

THE RELATION

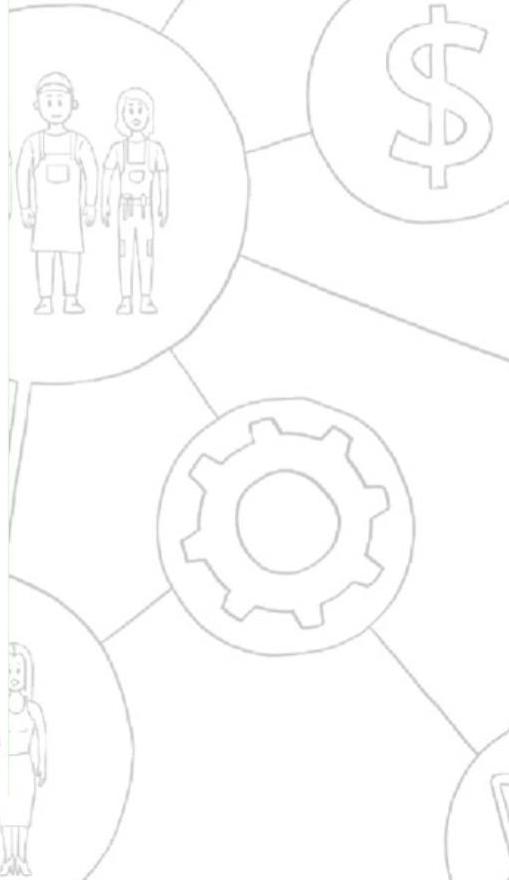
THE CHALLENGE



THE STAKEHOLDER

THE RELATION

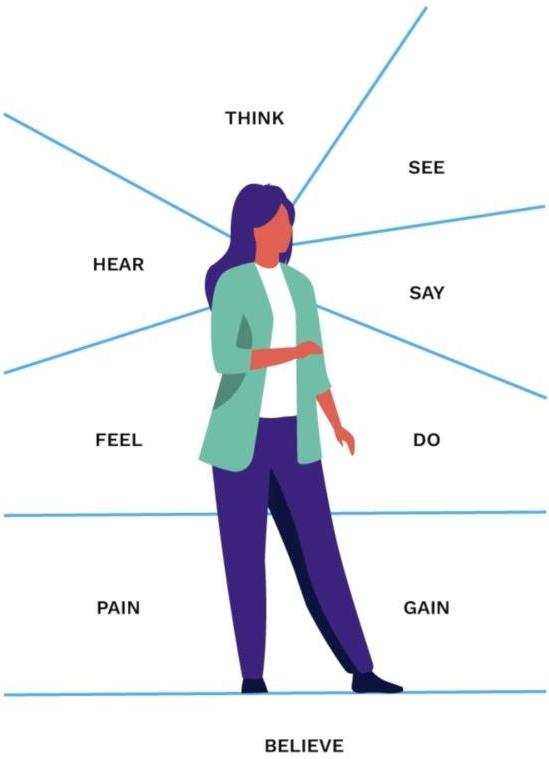
THE CHALLENGE



# Why is it useful?

## Empathy Map

### Virtual Hackathon



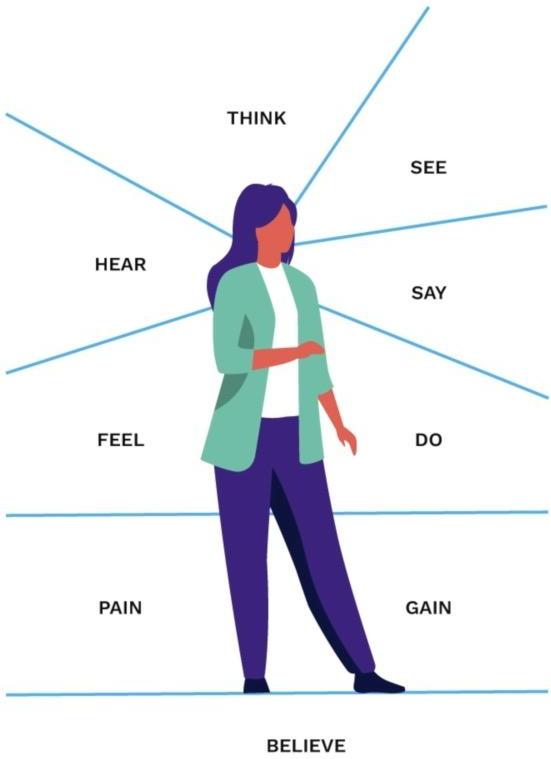
THE CHALLENGE      THE RELATION      THE STAKEHOLDER



# How long?

## Empathy Map

### Virtual Hackathon



THE STAKEHOLDER

THE RELATION

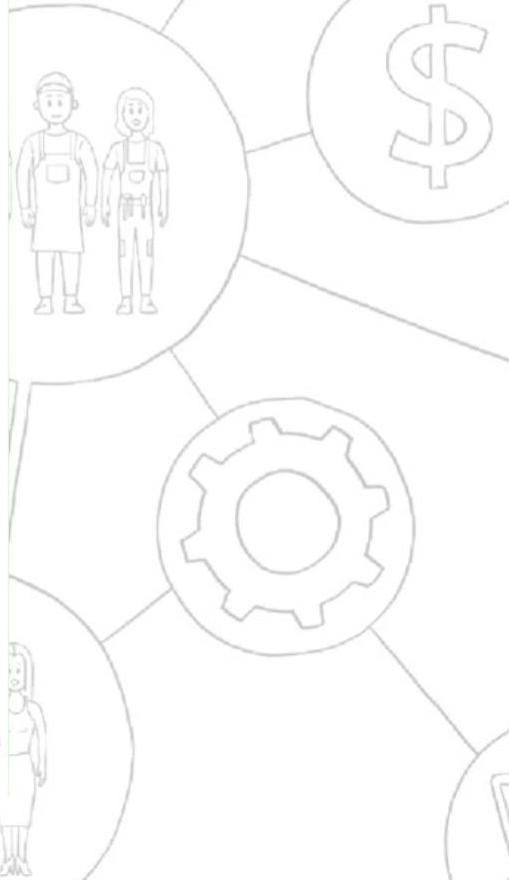
THE CHALLENGE



THE STAKEHOLDER

THE RELATION

THE CHALLENGE



# THE PROCESS



Virtual  
Hackathon



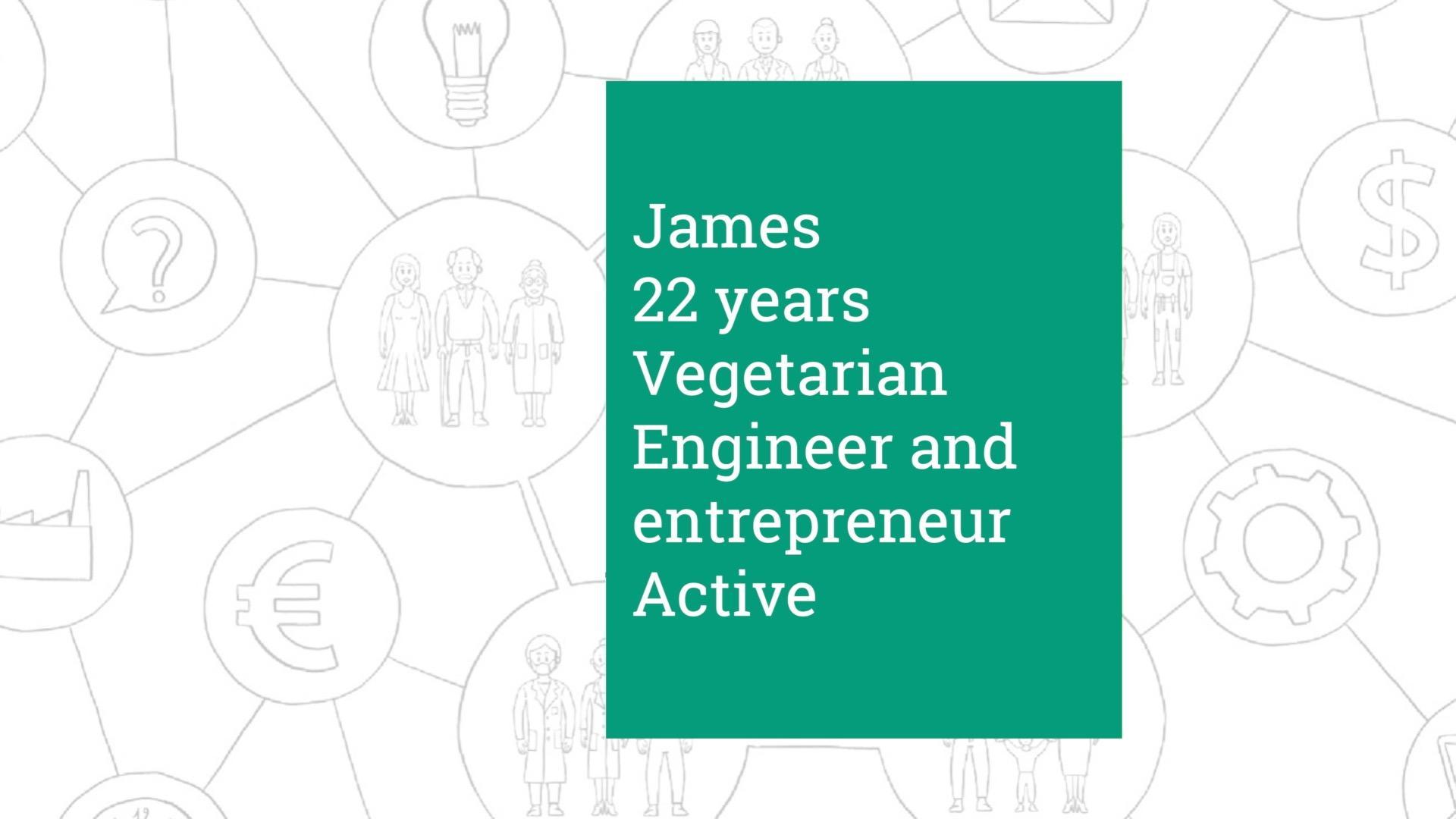
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# **STEP 1**

# **Setting the scene**



# **How to move towards sustainable and healthy eating on the Valencia campus?**

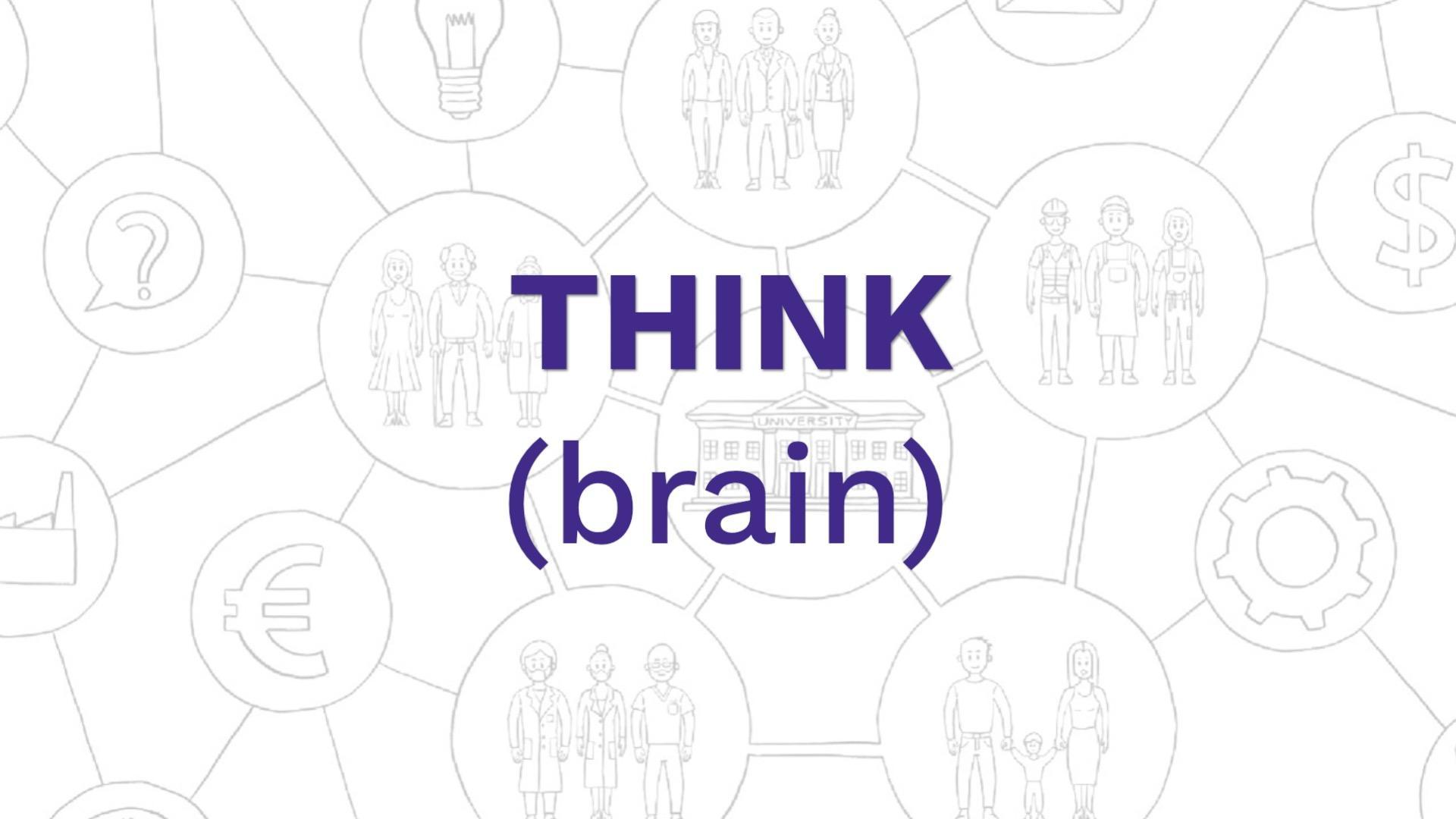


James  
22 years  
Vegetarian  
Engineer and  
entrepreneur  
Active

# **STEP 2**

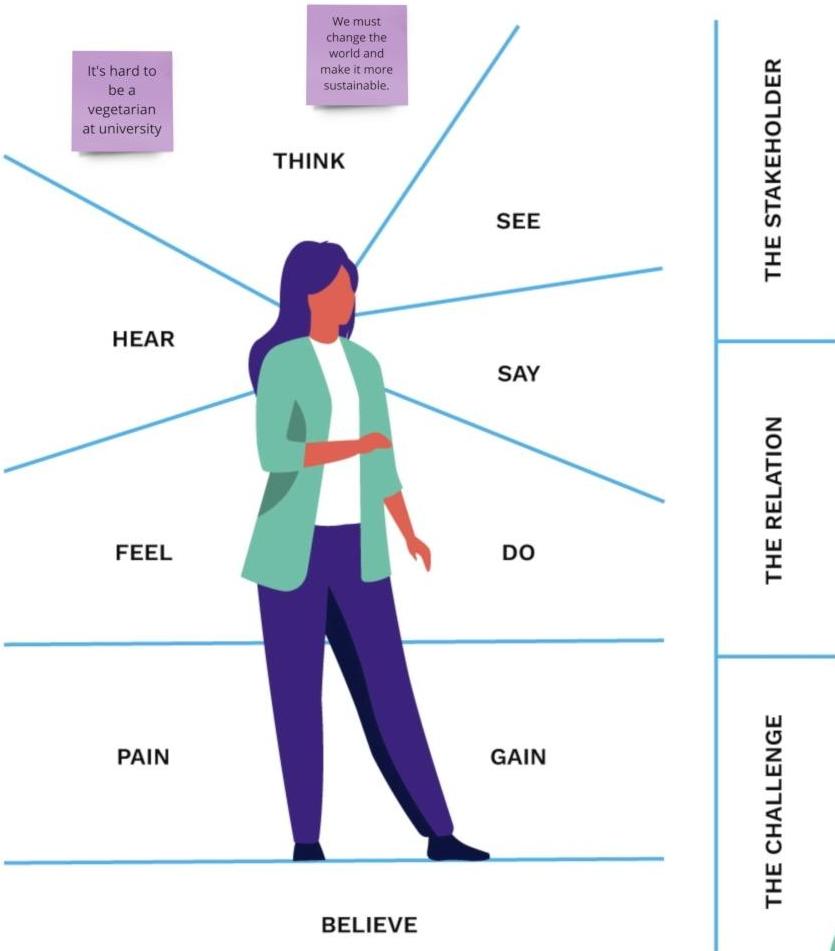
## **Thinking and responding**

# THINK (brain)



## Empathy Map

Virtual Hackathon

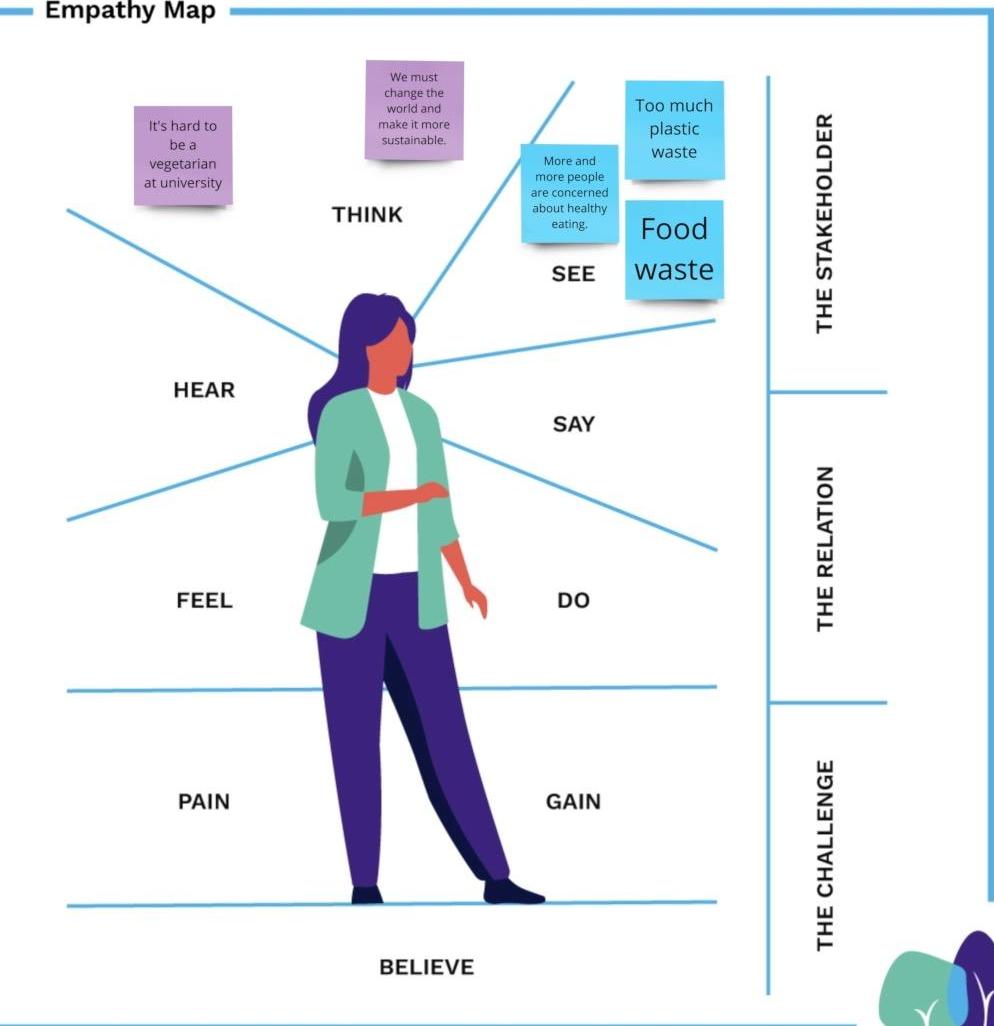


**SEE**  
**(eyes)**



## Empathy Map

Virtual Hackathon

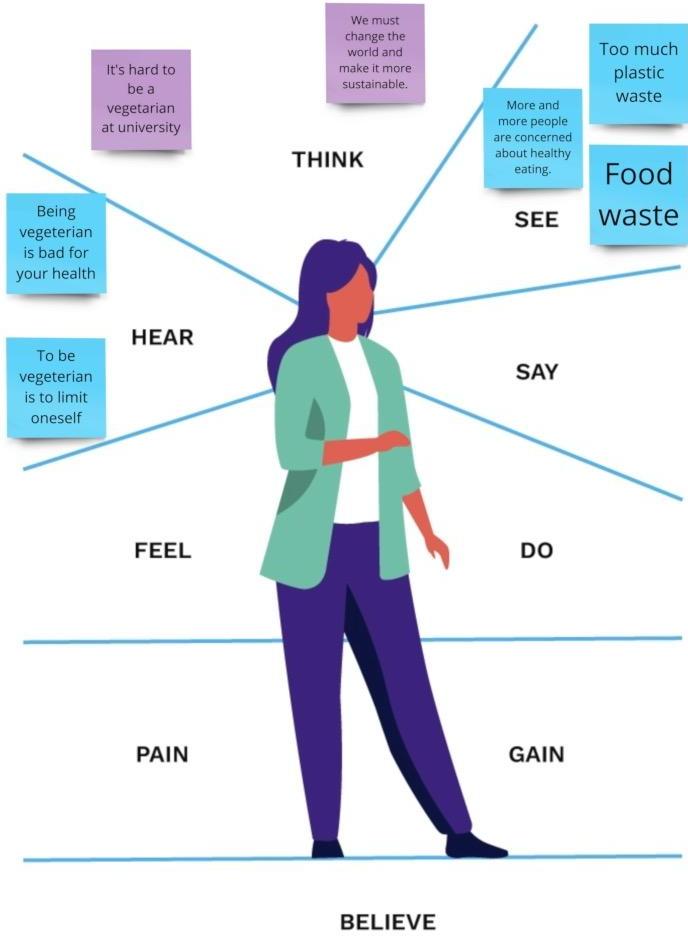


# **HEAR** **(ears)**



## Empathy Map

Virtual Hackathon



THE STAKEHOLDER

THE RELATION

THE CHALLENGE

THE PAIN/GAIN

**SAY**  
**(mouth)**

## Empathy Map

Virtual Hackathon



THE STAKEHOLDER

THE RELATION

THE CHALLENGE

# FEEL (heart)



## Empathy Map

Virtual Hackathon



**DO**  
**(arms/hands)**

The background features a network of interconnected circles, each containing a different icon. These icons include a lightbulb, three business people, a question mark, three elderly people, three construction workers, a university building, a factory, a euro symbol, three medical professionals, and a family of four. The word "DO" is prominently displayed in large, bold, dark blue capital letters at the top center. Below it, the words "(arms/hands)" are also in large, bold, dark blue capital letters.

## Empathy Map

Virtual Hackathon



# PAIN

## (back)



## Empathy Map

Virtual Hackathon



THE STAKEHOLDER

THE RELATION

THE CHALLENGE

# GAIN (legs)



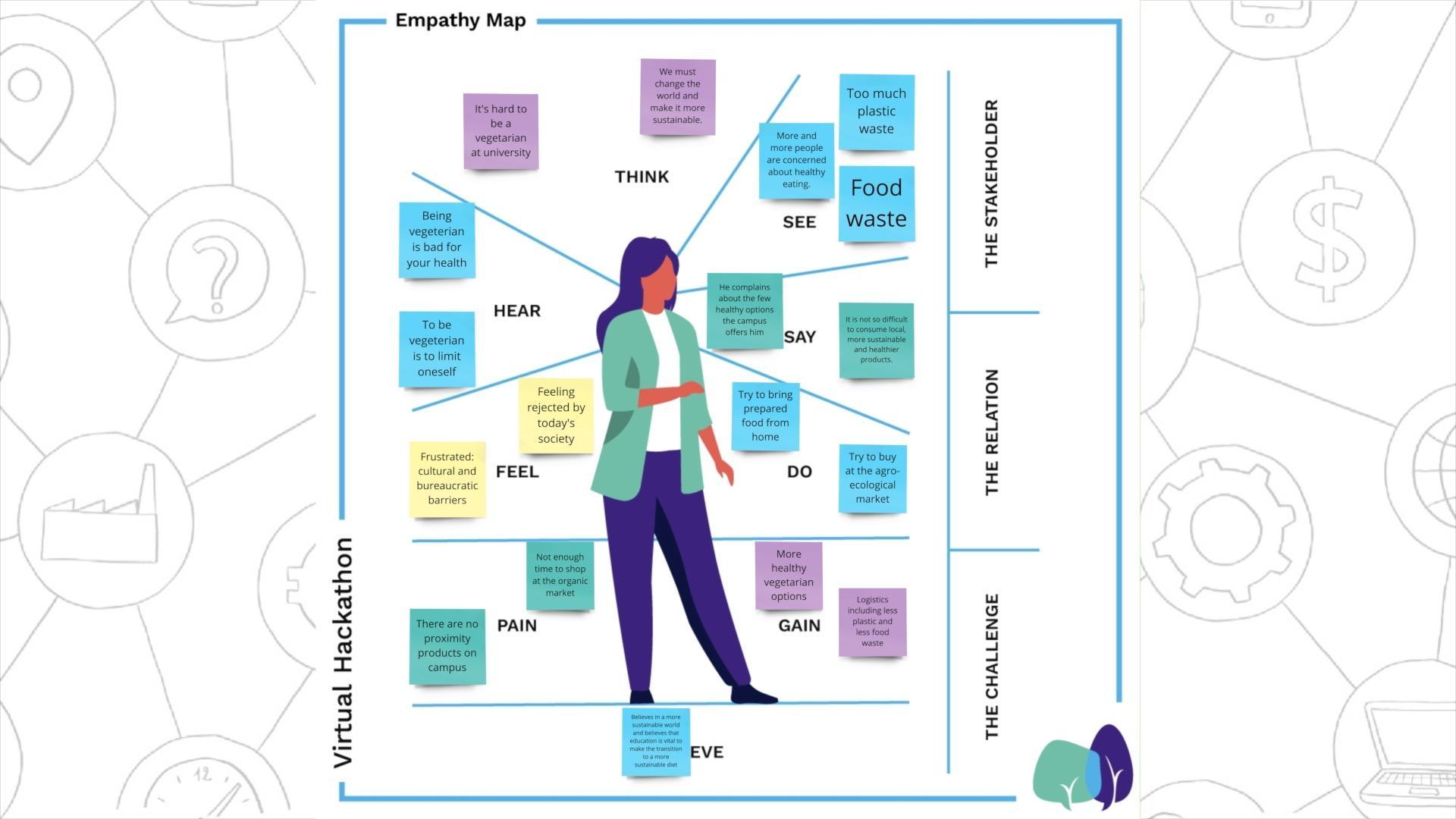
## Virtual Hackathon

### Empathy Map



**BELIEVE**  
**(feet)**







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