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|--|---|--|--|--|
| Define CS, fit into CC                   | <div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer?<br/>i.e. working parents of 0-5 y.o. kids</div><div>Motorhead is the customer.</div><div>Public People may act as a Customer.</div></div>   | <div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div><div>A loss function to be optimized.</div><div>A Weak learner to make Predictions.</div><div>An additive model to add weak learners to minimize the Loss function.</div></div>   | <div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros &amp; cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div>Car resale value prediction system is made with the Purpose of predicting the correct valuation of used Cars that helps users to sell the car remotely with Perfect valuation and without human intervention in the Process to eliminate biased valuation.</div></div> | Explore AS, differentiate                |
|  | <div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>This resale Value prediction system is made for General purpose to just predict the amount that can be roughly acquired by the user.</div><div>We try to predict the amount of resale by best 70% Accuracy so that user can get estimated value before he resales the car and doesn't make a deal in loss.</div></div>            | <div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div>What is the real reason that this problem exists?<br/>What is the back story behind the need to do this job?<br/>i.e. customers have to do it because of the change in regulations.</div><div>Mileage is one of the Key factor that will determine car's value along with age.<br/>Current Demand Dictates the Deal.<br/>The History of Your Car's Maintanance.<br/>Overall Conditions of the Car<br/>Newer used Vehicles typically cost more than older ones, as they usually have less wear and tear.</div></div> | <div><div>7. BEHAVIOUR<div>BE</div></div><div>What does your customer do to address the problem and get the job done?<br/>i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</div><div>Mileage<br/>The condition of car<br/>Accident History<br/>Options and add-ons<br/>Your locations<br/>Body Type<br/>Age of Post Model</div></div>  |  |
| Focus on J&P, tap into BE, understand RC | <div><div>3. TRIGGERS<div>TR</div></div><div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div><div>Make advertisement on application</div><div>Free Subscription</div></div>  | <div><div>10.YOUR SOLUTION<div>SL</div></div><div>If you are working on an esistingng business, write down your current solution first, Fill in the canvas, and check how much it fits reality</div><div>Online web Application can be created for identifying</div><div>Second hand car.Train model by the selected regressors Trainset. Select best model Parameter using Grid searchCV</div><div>All information should be available in on application</div></div>  | <div><div>8.CHANNELS of BEHAVIOUR<div>CH</div></div><div>8.1 ONLINE</div><div>What kind of actions do customers take online? Extract online channels from #7.</div><div>All features are accessible during online.</div></div>   | Focus on J&P, tap into BE, understand RC |
|  | <div><div>4. EMOTIONS:BEFORE/AFTER<div>EM</div></div><div>How do Customers feel when they face problem orajoband after wards?<br/>i.e. lost,insecure&gt;confident,in control-useitin your communication strategy &amp; design</div><div>BEFORE: Many car-buyers fear the negotiation process, and for good reason.</div><div>AFTER: Customer remorse is essentially an extremely negative Response after purchasing an item.It can be related to a number of things, such as:Feer about the amount off money that has been spent.</div></div> |  | <div><div>8.2 OFFLINE</div><div>What kind of actions do customers take offline? Extract offline channels from #7 And use them for customer development.</div><div>All features cannot be accessible.<br/>Minimum Models of car available</div></div>   |  |
| Identify strong TR & EM                  |   |  |  | Identify strong TR & EM                  |