

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>Who is your customer?</div><div><div>CS</div><ul style="list-style-type: none">domestic and international passengers/travelersAirlinesAirport maintaining Companies</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>What constraints prevent your customers from taking action or limit their choices of solutions?</div><div><div>CC</div><ul style="list-style-type: none">Data collectionUnaware of technologyless influenceout of their capacity for some customersKnown solution will quit complexSome solutions need high budget</div></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>Which solutions are available to the customers when they face the problem</div><div><div>AS</div><div>or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?</div><ul style="list-style-type: none">always ready with precautionspredefined alternate plansBackup officers, fight, infrastructure, planschange their schedule</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</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><div>JP</div><ul style="list-style-type: none">They face unnecessary delays, need to change their schedules, financial losses, decrease in reputation of airlines while flight delays.Unable attend the events, spoiling image of Airlines while flight canceled. -Unnecessary tensions, rushes for airport authorities, passengers and Airlines</div></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>What is the real reason that this problem exists? What is the back story behind the need to do this job?</div><div><div>RC</div><ul style="list-style-type: none">Air trafficprevious flight delaymedical emergencyother extremes like war, terrorismweather conditionTechnical fault</div></div>	<div><div>7. BEHAVIOUR</div><div>What does your customer do to address the problem and get the job done?</div><div><div>BE</div><ul style="list-style-type: none">very anxious and tensionSearch reason or cause to that problem - sometimes become vaugeSearch solution to that problemdeep think about what to do next</div></div>	

Identify strong TR & EM	<p>3. TRIGGERS TR</p> <p>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</p> <ul style="list-style-type: none"> Economic Losses Unable to attend the important meetings create anger spoil of their reputation frustration created by delay or cancelation of flights 	<p>10. YOUR SOLUTION SL</p> <p>If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.</p> <p>If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</p> <ul style="list-style-type: none"> By building prediction model that give prediction of flight delay using Machine Learning Algorithms which gives the best accuracy and less error. The prediction provides the indication of flight delay earlier to that event. So, we can prevent delay by identifying and solving issues or take other precaution steps to avoid economic losses, tension etc. 	<p>8. CHANNELS of BEHAVIOUR CH</p> <p>8.1 ONLINE</p> <p>What kind of actions do customers take online? Extract online channels from #7</p> <ul style="list-style-type: none"> In online, they try contact flight travel agency, helpline, customer care, inform to their boss or office and home <p>8.2 OFFLINE</p> <p>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p> <ul style="list-style-type: none"> In offline, they try contact officers, clerks for help people and discuss with neighbors to find cause and solution
	<p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</p> <ul style="list-style-type: none"> Initially, they are well motivated, energetic and pleasant ready to reach their destination and do their planned jobs After facing problem, they are frustrated, depressed and anger 		