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| Define CS, fit into CC | <div><div>1. CUSTOMER SEGMENT(S)</div><div>Who is your customer?</div><div>Crude Oil Based Industries and companies for Business purposes</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>The risks and problems are the obstacles for the customers which limits them from proceeding further in the process.</div></div> | <div><div>5. AVAILABLE SOLUTIONS</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 & cons do these solutions have?</div><div>The frustrations about the results can be avoided by providing a proper timeline and proper planning will be helpful in finishing it in time with the expected output.</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?</div><div>The difficulty in predicting the Crude Oil Price more accurately is one of the major problems The information to be collected for providing the desired results may be a problem</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>It can both Man-made error or machine error which can sometimes go wrong. This can cause a problem in proving an accurate or desired result. This is the main root cause of this issue.</div></div> | <div><div>7. BEHAVIOUR</div><div>What does your customer do to address the problem and get the job done?</div><div>The problems faced by the customer can be reported in a form of a detailed document so that it can be properly addressed by the team and it can rectify.</div></div> | | Focus on J&P, tap into BE, understand RC |
| | <div><div>3. TRIGGERS</div><div>What triggers customers to act?</div><div>The business ideas trigger customers for the crude oil price prediction for the benefits</div></div> | <div><div>10. YOUR SOLUTION</div><div>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. 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.</div><div>To address this issue, it needs proper attention in carrying out this process for predicting the crude oil price. Both computer-aided prediction and human calculations should be carried out very carefully.</div></div> | <div><div>8. CHANNELS of BEHAVIOUR</div><div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 Discount seekers Wandering customers Loyal customers</div><div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. Reliable customers Trustful customers</div></div> | | |
| <div><div>4. EMOTIONS: BEFORE / AFTER</div><div>How do customers feel when they face a problem or a job and afterwards?</div><div>If the results are not up to the expected point, it makes them feel frustrated.</div></div> | | | | | |