

<p><b><u>1.CUSTOMERSEGMENT</u></b></p> <p>Whoisyourcustomer? working parents who are not able to safe their child(0-5)willingtousethese.</p>	<p><b><u>6.CUSTOMERCONSTRAINTS</u></b></p> <p>Whatconstraintspreventyourcustomersfromtakingactionorlimitthei rchoices</p> <p>ofsolutions?i.e.,spendingpower,budget,nocash,networkconnection,ava ilable devices.</p> <p>For predictive analytics to make the most impact on childprotectionpracticeandoutcomes,itmustembraceestablishedcri teriaofvalidity, equity,reliability,andusefulness.</p>	<p><b><u>5.AVAILABLESOLUTIONS</u></b></p> <p>Which solutions are available to the customers when they face theproblem or need to get the job done? What have they tried in thepast?Whatpros&amp;consdothesesolutionshave?i.e.,penandpaper</p> <p>Themostimportantreasonformonitoringeachchild'sdevelopmentisto determine whether a child's is on track. Looking for developmentalmilestones is important to understanding each child's developmentandbehaviour.</p>
<p><b><u>2.JOBS-TO-BE-DONE/PROBLEMS</u></b></p> <p>Which jobs-to-be-done (or problems) do you address for yourcustomers? There could be more than one; explore differentsides.</p> <p>Parents can't able to save their child from their workplace andOver parenting tends to deprive children of bad and negativeexperiences, which are crucial to a child's emotional growth.One formof overparentingisexcessivemonitoring.</p>	<p><b><u>9.PROBLEMROOTCAUSE</u></b></p> <p>Whatisthe realreasonthatthisproblemexists?Whatistheback</p> <p>It's exactly what it sounds like—an exercise to determine the rootcauseforafailureorissue,sothatthesolutionisbasedonthetrueprob lem,notjustaddressingthesymptoms.</p>	<p><b><u>7.BEHAVIOUR</u></b></p> <p>Whatdoes yourcustomer dotoaddress theproblem andgetthejobdone?</p> <p>The parents can monitor their child from their workplace whenchildren have frequent emotional outbursts, it can be a sign that theyhaven't yet developed the skills they need to cope with feelings likefrustration, anxiety and anger. Handling big emotions in a healthy,mature way requiresavariety ofskills,including.</p>
<p><b><u>3.TRIGGERS</u></b></p> <p>Whattriggerscustomerstoact?</p> <p>i.e.,seeingtheirneighbourinstallingsolarpanels,readingabout amoreefficientsolutioninthenews.</p> <p>It'snotthesituationorthefeelingthat'stheproblem;it'sshowkids think about these things and what they say to themselves that causes problems and child (0-2) years didn'tknow aboutanythingthiswill trigger.</p>	<p><b><u>10. YOURSOLUTION</u></b></p> <p>If you are working on an existing business, write down yourcurrentsolutionfirst,fillinthecanvas,andcheckhowmuchitfits reality.</p> <p>Ifyouareworking onanewbusinessproposition,thenkeepit blankuntilyoufillinthecanvasandcomeupwithasolutionthat fits within customer limitations, solves a problem andmatchescustomerbehaviour.</p> <ul style="list-style-type: none"><li>▪ The most important reason for monitoring each child'sactivities is to determine whether a child's activities is ontrack. Usingultrasonic sensor sense something near childand activate pieze buzz and SMS and dialing function toparents will be doneimmediately.</li></ul>	<p><b><u>8.CHANNELSofBEHAVIOUR</u></b></p> <p><b><u>ONLINE</u></b></p> <p>Whatkindofactionsdocustomerstakeonline?Extractonlinechannels from#7</p> <p><b><u>OFFLINE</u></b></p> <p>Whatkindofactionsdocustomerstakeoffline?Extractoffline channels from #7 and use them for customer development.Understanding how children perceive and interact with the point ofsalehasbeenthefocusofvariousstudiesinthepastdecade.Itiswelldocum ented that children have preferences in terms of shoppingdestinations.Forworkingparents necessarily neededone.</p>

**4.EMOTIONS:BEFORE/ AFTER**

Howdocustomers feelwhentheym faceaproblemor ajobandafterwards?

i.e.,lost,insecure>confident,incontrol- useitinyourcommunicationstrategy&design.

BEFORE:Divergentthinking is astyleofthinking thatgeneratesarangeofalternative solutionsorideastoaproblemthathasmultipleanswers.

AFTER: Feelingprotectiveofyourchildisoftenmanifestedintheformof‘motherly’instincts.Thefeelingofprotecting andwantingthebestforyourchildrenistheultimateparentinggoal.

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