Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   `CS`

T
There is an urgent need for a Used Car Price Prediction system which effectively determines the worthiness of the car using a variety of features.

6. CUSTOMER CONSTRAINTS   `CC`

With some exceptions, cars tend to lose their value rapidly. They can drop by 20-30% in the first year and 60% or more of the original price after five years. The curve flattens out from there, but until and unless your car becomes a collectible or a classic, the value continues to go down. In many cases, the demand for your vehicle on the used car market also decreases. Newer trade-ins typically bring higher prices and bigger profits for the dealer.

5. AVAILABLE SOLUTIONS   `AS`

In order to predict the resale value of the car, we proposed an intelligent, flexible, and effective system that is based on using regression algorithms. Considering the main factors which would affect the resale value of a vehicle a regression model is to be built that would give the nearest resale value of the vehicle.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS   `J&P`

The dataset which contains a set of features through which the resale price of the car can be identified is to be collected.

As the dataset which we are using is a regression dataset so we can use the Multi Linear Regression algorithm.

9. PROBLEM ROOT CAUSE   `RC`

Cars, as well as any other piece of equipment used, depreciate because they're a resource that loses its value through gradual wear and tear. The more mileage your car racks up, the higher the probability of you having to pay to fix or maintain something.

7. BEHAVIOUR   `BE`

Results of factor analysis and regression show that three factors including: safety features, reliability and resale value actually have positive impact on the purchasing decision automobiles consumer.

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS   `TR`

The price of a new car in the industry is fixed by the manufacturer with some additional costs incurred by the Government in the form of taxes.

4. EMOTIONS: BEFORE / AFTER   `EM`

Before:
customers buying a new car can be assured of the money they invest to be worthy.

After:The value prediction was accurate so customers can buy the car easily.

10. YOUR SOLUTION   `SL`

1) Take it to a service station
2) Clean it, wash it, and scrub it
3) Deodorize and Role of Fragrance
4) Add some style quotient
5) Fix Dents and Scratches
6) Replace the tires
7) Think to change lights
8) Adopt a sedate driving style

8. CHANNELS of BEHAVIOUR   `CH`

Multi channel distribution in the automotive industry. The automotive distribution is dominated by indirect channel formats; cars are sold and serviced by the same, independently owned franchised dealer.

Identify strong TR & EM