Project Design Phase-I
Problem solution fit

Date	15 October 2022
Team ID	PNT2022TMID00819
Project Name	Project – Global Sales Data Analytics
Maximum Marks	2 Marks

Problem solution fit:

The term "problem solution fit" simply refers to the fact that you have identified a problem with a client and that the resolution you have arrived at genuinely resolves that issue. Recognizing sales trends and behavioral tendencies is helpful.

Purpose:

- Adapt your approach to complicated problem-solving to the needs of your consumers.
- Increase acceptance of your service and achieve success more quickly by utilising existing channels and outlets for behaviour.
- Use the appropriate triggers and messaging to refine your communication and marketing approach.
- Increase customer touch points with your business by identifying the best problem-behavior fit and fostering trust by resolving persistent annoyances, pressing issues, or expensive issues.

- Recognize the issue as it is in order to make improvements for your target group.

Solution fit:

1. CUSTOMER SEGMENT(S)   CS

a company, online retailer, or seller who wants to learn more about sales on a worldwide scale.

6. CUSTOMER CONSTRAINTS   CC

A file's structure should be checked before uploading.

Non-easy payment.

5. AVAILABLE SOLUTIONS   AS

Contenders run analytics and show dashboards with live insights.

The finished product offers the option to add manual or dynamic data to the dashboard.

Explore AS, differentiate

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

Structure of the input file determination.

Which kind of analysis would be most helpful?

9. PROBLEM ROOT CAUSE   RC

Unpredictable sales

Market decline

Lots of data

7. BEHAVIOUR   BE

Getting sales information

Use the information effectively.

3. TRIGGERS `TR`

Have you ever had the feeling that you are oblivious of how your company is doing?

4. EMOTIONS: BEFORE / AFTE `EM`

Before: Misunderstanding, un-predictable, decision fatigue.
After: clear mind, better understanding

10. YOUR SOLUTION `SL`

Simple payments

Adaptive design

Creating a dashboard that is interactive.

Designed by the user

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE

Utilizing third-party software and services that analyze data through automation, analytics, and subscription-based services

8.2 OFFLINE

Unintuitive offline programme for complicated data analysis.