

Ideation Phase

Define the Problem Statements

Date	26 th June 2025
Team ID	LTVIP2025TMID53930
Project Name	BookNest
Maximum Marks	2 Marks

Customer Problem Statement Template:

Create a problem statement to understand your customer's point of view. The Customer Problem Statement template helps you focus on what matters to create experiences people will love.

A well-articulated customer problem statement allows you and your team to find the ideal solution for the challenges your customers face. Throughout the process, you'll also be able to empathize with your customers, which helps you better understand how they perceive your product or service.

I am	<small>Describe customer with 3-4 key characteristics - who are they?</small>	Describe the customer and their attributes here
I'm trying to	<small>List their outcome or "job" the care about - what are they trying to achieve?</small>	List the thing they are trying to achieve here
but	<small>Describe what problems or barriers stand in the way - what bothers them most?</small>	Describe the problems or barriers that get in the way here
because	<small>Enter the "root cause" of why the problem or barrier exists - what needs to be solved?</small>	Describe the reason the problems or barriers exist
which makes me feel	<small>Describe the emotions from the customer's point of view - how does it impact them emotionally?</small>	Describe the emotions the result from experiencing the problems or barriers

Reference: <https://miro.com/templates/customer-problem-statement/>

Example:

I am a college student, budget-conscious, and short on time.	I'm trying to buy a book online quickly and affordably for my upcoming assignment.	But I find the website hard to navigate, the book is sometimes out of stock, and checkout takes too many steps.	Because the site doesn't have clear filters, stock updates, or guest checkout options.	Which makes me feel frustrated, anxious about missing deadlines, and less likely to return to the store.
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Problem Statement (PS)	I am (Customer)	I'm trying to	But	Because	Which makes me feel
PS-1	an avid reader who loves exploring new books	find book recommendations that match my reading preferences	most platforms show generic or popular suggestions	they don't personalize based on my reading history or interests	overlooked and disconnected from the experience
PS-2	a student looking for affordable access to books for my coursework and leisure	borrow or buy books without breaking my budget	local libraries don't always have what I need, and new books are expensive	there's no centralized place where I can find affordable options or shared resources	stressed and limited in my reading choice