

# IdeationPhase

## Define the Problem Statements

Date	15 february 2026
TeamID	LTVIP2026TMIDS61809
ProjectNames	ToyCraftTales:tableau'svisionintotoy manufacturerdata
MaximumMarks	2Marks

### 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.

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

## Customer Problem statement for toy craft sales:

I am	I'm trying to	But	Because	Which makes me feel
<b>marketing manager</b>	<b>Identify the best-selling toys in each region</b>	<b>The data is not broken down by geography</b>	<b>Reports are not segmented</b>	<b>Disconnect from local market trends.</b>

I am	I'm trying to	But	Because	Which makes me feel
<b>Toy Designer</b>	<b>Create toys that kids love</b>	<b>I don't know which toys are trending</b>	<b>customer feedback and sales data aren't visualized</b>	<b>Unsure about design choices</b>

I am	I'm trying to	But	Because	Which makes me feel
<b>Product manager</b>	<b>Analyze customer preferences across age groups</b>	<b>I don't have a clear breakdown by demographic</b>	<b>The current system doesn't track it visually</b>	<b>Unsure about what to prioritize for new product design.</b>

I am	I'm trying to	But	Because	Which makes me feel
<b>Regional manager</b>	<b>Understand which product categories are performing best</b>	<b>The sales reports are complex and not visual</b>	<b>The data is only available in spreadsheets</b>	<b>Overwhelmed and uncertain about making decisions.</b>

Problem Statement(PS)	Iam (Customer)	I'm trying to	But	Because	Which makes me feel
PS-1	Marketing Manager	Identify the best- selling toys in each region	The data is not broken down by geography	Reports are not segmented	Disconnect from the local market trends.
PS-2	Regional Manager	Understand which product categories best	The sales reports are complex and not visual	The data is only available in spreadsheets	Overwhelmed and uncertain about making decisions.
PS-3	Toy Designer	Create toys that kids love	I don't know which toys are trending	Customer feedback, sales data aren't good	Unsure about design choices
PS-4	Product Manager	Analyse customer needs according to age	I don't have a clear breakdown by demographic	The current system doesn't track it visually	Unsure about what to prioritize for new product design.