



Identifying Strong TR & EM	<div>3. TRIGGERS<div>TR</div></div> <div>An inaccessible physical environment, negative attitudes about disability, and a lack of suitable assistive technology (assistive, adaptive, and rehabilitative gadgets)</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div><div>If you're working for an established company, sketch out your present solution first, then fill in the blanks and see how well it corresponds to reality. If you are developing a new business proposal, leave the canvas blank until you have filled it in and developed a solution that satisfies the needs of the target market, addresses a problem, and is consistent with target market</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div><div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div><div>Some helpful guidelines are provided under the Americans with Disabilities Act, such as treating everyone with respect and refraining from patronising them. After assisting, pay close attention to the responses. Observe the instructions given, or if your offer of assistance is turned down, respect the choice and don't make it again.</div></div></div>	Identifying Strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div><div>Staying real and speaking to someone with a handicap in the same manner you would anyone else is important. Be courteous in both your questions and actions. Also, don't ask questions that you wouldn't ask of someone who isn't impaired. Not every person with a disability wants to discuss their specific abilities or limitations. Disabilities impact the entire family.</div></div>			