**Ideation Phase**

**Define the Problem Statements**

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| --- | --- |
| Date | 16 June 2025 |
| Team ID | LTVIP2025TMID21111 |
| Project Name | FlightFinder:Your-Gateway-To-Seamless-Air-Tarvel |
| 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.

Graphical user interface, text, application, email

Description automatically generated

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

**Example:**

Chart, treemap chart

Description automatically generated

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Problem Statement (PS)** | **I am (Customer)** | **I’m trying to** | **But** | **Because** | **Which makes me feel** |
| PS-1 | traveler | book affordable flights | Often get overwhelmed with too many options | Platform wasnt clear | frustrated |
| PS-2 | Airline business analyst | Increase sales and addon services | Users skip during booking | Theyre not prompted at right time | Miss upselling opportunities |