

ProjectDesignPhase-I-SolutionFit

ProjectTitle:GlobalSales DataAnalytics

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Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div>Direct-to-customer business and E-commerce organization owners willing to improve their sales globally.</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><div>The datasets need to be collected in an organised form. Decisions has to be made by themselves with all the coclusion produced.</div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div>The dashboard is prepared to display the results of the charts and other analysis. The mannual is also created to help them use the dashboard.</div></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><div>Analysing the data and identifying the trends for improving their sales.</div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><div>The urge to improve sales globally and earn profit in the maximum level.</div></div>	<div>7. BEHAVIOUR<div>BE</div><div>Data sets of the sales is collected and the analysis made using IBM cognos. Then the trends and patterns are identified.</div></div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div><div>The urge to make appropriate decisions and the fear of not knowing the future of the business.</div></div>	<div>10. YOUR SOLUTION<div>SL</div><div>Creating an interactive, simple and powerful dashboard to interact with the customer in the form of various subscription model.</div></div>	<div>8.CHANNELS of BEHAVIOUR<div>CH</div><div>Online: The subscription based services are made to analyse and develop insights</div></div>	Identify strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><div>Before: Anxiety, Fatigue and depression After: Clear Mind and Peacefullness</div></div>			