

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>The customer was an young person(normal person)</p></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>The constraints based on the time ,scope and cost limit the customer choices and solution.</p></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><p>Because of over heating of engine the bike performance gets low and uncomfort to drive The customer tries many way in the local market . It can be rectified by the service centers as they see quality and promise of the vehicle.</p></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEM<div>J&P</div><p>Clutch failure and over heating of engine.</p></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><p>The customer did not change the oil at estimated time because they have these type of problems.</p></div>	<div>7. BEHAVIOUR<div>BE</div><p>The customer address the problem by their own or visits the nearby service centers</p></div>	

<div>3. TRIGGERS<div>TR</div><p>These problems occurs most frequently and makes customer angry.</p></div>	<div>10. YOUR SOLUTION<div>SL</div><p>Good service makes better and improved performance.</p></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE</div><p>The customers can understand what sort of problem they have.</p><div>8.2 OFFLINE</div><p>The customers should reach the nearby service center to rectify their problems.</p></div>
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	<div data-bbox="152 60 454 92">4. EMOTIONS: BEFORE / AFTER</div> <div data-bbox="721 60 761 92">EM</div> <div data-bbox="152 140 595 156">The customer lost his confident while driving in roads and highways.</div>			
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