

1. CUSTOMER SEGMENT(S)

CS

- Business people
- Public (citizens)
- Working parents
- Racers

6. CUSTOMER CONSTRAINT

CC

- **Anxiety**-customer began to get anxious when they still no idea about what they have found.
- **Mysteries**-they might call it mysteries which they can't able to

5. AVAILABLE SOLUTIONS

AS

- By searching in online websites.
- By gathering the information from the peoples and come to understanding.

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

- Giving the necessary information for particular thing which needs for customer
- Solving customer doubts

9. PROBLEM ROOT CAUSE

RC

- Lack of study in the sequence of things
- Unaware of the object
- New to environment

7. BEHAVIOUR

BE

When the user doesn't have the knowledge about particular thing this kind of situation occurs.

3. TRIGGERS

TR

- Seeking for self-gratification by identifying the thing
- To help peoples to get extra knowledge about the thing

4. EMOTIONS: BEFORE / AFTER

EM

- **Before:** unease about something with an uncertain outcome (showing worry)
- **After:** pleasure of blessedness and brightness in face.

10. YOUR SOLUTION

SL

This system is built by using Machine learning and regression model. By using this system, we can predict the resale value of the car at any time, anywhere.

8. CHANNELS of BEHAVIOUR

CH

ONLINE

- Online websites
- Social media platforms

OFFLINE

- Customer throw words

Focus on J&P, tap into BE, understand

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Identify strong TR & EM

Extract online & offline CH of BE