Define	1.Customer segment(s)	6.Customer constraints	5.Available Solution
cs,fit	User who can	Switch to	There are many
into cc	purchase products and	third party	phishing detection
	make their payments	links, and	websites that are
	through e-banking.	websites	made available to
		User	detect a phishing
	The internet user.	wants	website. the major
		unwanted	advantages in our
		extension	phishing detection
		Lack of awareness,	websites is That it
		Cloned sites.	accurately finds the
			phishing websites
	CS	CC	and warns the
			customers before
			immediately
			directly to the
			phishing website.
			AS

Focus on j&p,tap into BE,unders tand RC	2.JOb to be done/problem Always use https protected website and do not click unwanted links.	9.Problem root cause Use unsecured websites. Unaware about allow button.	7.Behaviour Always enable anti-phishing extensions in browsers. Use firewalls to control and detect the phishing
	J&P	RC	BE

Identify strong TR & EM	3.Triggers Third party website. Social media ads link. TR 4.Emotions:Before/After Before: Suspicious, Insecure, Unknown, After: Trustworthy, Secure	10.Your Solution Use firewalls for detect and also protect the information. Use anti-phishing extensions. Do not redirect third party sites.	8.Channels of behavior Online: Third party site, Social media, Ads links. Offline: Through malicious virus, Phone calls as customer care
	Known EM	SL	СН