

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <ul style="list-style-type: none"> 1. Head of the Department 2. Chief Executive Officer 3. Director 4. Talent Acquisition Team 	6. CUSTOMER CONSTRAINTS CC <p>Companies need to spend to more time to considering the important factors that contribute The employee attrition based on this model and improving them to prevent loss of talent</p> <p>Various factors that are difficult to take into consideration regarding attrition</p>	5. AVAILABLE SOLUTIONS AS <ul style="list-style-type: none"> 1. Concentrating on employee engagement through meaningful work, goal setting and communication of worth 2. Build a better relationship 3. Match the products and their needs 	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <ul style="list-style-type: none"> 1. Contributing to employees attrition 2. Integration issues 3. Develop a solution to identify factors 	9. PROBLEM ROOT CAUSE RC <ul style="list-style-type: none"> 1. Job Anxiety 2. Changing and uncertainty 3. Unscalable tenure 4. Negligence of effort 	7. BEHAVIOUR BE <ul style="list-style-type: none"> 1. Filtering of reciprocating employees 2. Fair compensation 3. Renegotiation of salary job security 	
Identify strong TR & EM	3. TRIGGERS TR <ul style="list-style-type: none"> 1. Mismatch of Job of the person. 2. Lack of investment in the individual in terms of training and resources related to the Software or Tech skills. 3. Lack of communication with the employee and improper add valuable feedback to the employee. 4. Better recognition or payment for the same job at a different firm 	10. YOUR SOLUTION SL <p>Giving staff members new opportunities is a great way to recognize them. Employees are increasingly concerned with job flexibility, Flexible work isn't only telework or remote work. It can include flextime, a compressed workweek, part-time schedules or a job-share where workers rotate days working from the office</p> <p>Based on an employees performance appraisal is provided by annually.</p>	8. CHANNELS of BEHAVIOUR CH <p>8.1 ONLINE A website is a powerful tool for this communication. Inbound marketing methods like SEO and blogging are also useful tactics for helping you learn more about the buyer.</p> <p>8.2 OFFLINE rough transition from the online to the offline world leads many organizations to be unprepared for sales calls. It's critical to come to the meeting with complete knowledge of the customer's product, and that can be done only when we implement the right online strategies that inevitably lead to a meeting</p>	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER EM <p>Anxiety / Consolation</p>			