

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Who is your customer ? Deaf and mute kids who are finding it difficult to communicate with normal people using sign language.	6. CUSTOMER CONSTRAINTS CC Deaf and mute kids find it difficult to start learning sign language.	5. AVAILABLE SOLUTIONS AS We are aiming to specialize in a particular field that focusses on deaf and mute kids who are just learning sign language and allowing them to recognize the English Alphabets.	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P Solving the problem of recognizing alphabet sign language.	9. PROBLEM ROOT CAUSE RC Hearing disabilities and talking problems are becoming common among kids.	7. BEHAVIOUR BE There are many applications that has the ability to convert sign language to text or speech using artificial intelligence.	Focus on J&P, tap into BE, understand RC
3. TRIGGERS TR Tough to communicate with other kids of their age Being left out from social activities	10. YOUR SOLUTION SL Our solution is to specialize in a particular field that focuses on deaf and mute kids who are just learning sign language and allowing them to recognize the English alphabet easily.		8.CHANNELS of BEHAVIOR CH Difficulty in communicating with normal people. Not being understood. Being left out from important discussions	
4. EMOTIONS: BEFORE / AFTER EM Frustrated Overwhelmed Lonely Unwanted Angry Left out Neglected Fear				