

**Project Design Phase - I**  
**Problem – Solution Fit**

Date	19 October 2022
Team ID	PNT2022TMID00255
Project Name	CAR RESALE VALUE PREDICTION
Maximum Marks	2 Marks

**Problem – Solution Fit:**

The problem solution Fit simply means that you have identified a customer-related issue and that the resolution you have developed genuinely addresses the issue. It assists business owners, marketers, and corporate innovators in seeing behavioural trends and understanding what would be successful.

**Purpose:**

- ➔ Solve complex problems in a way that fits the state of your customers.
- ➔ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ➔ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ➔ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ➔ Understand the existing situation in order to improve it for your target group.



Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>C</span>  Buisness People Common People A car reseller looking for a car for his client.	<b>6. CUSTOMER CONSTRAINTS</b> <span>C</span>  Reduction of amount spent to dealers To give an Exact amount of the car which is not possible manually but Machine learning techniques can.  Without the assistance of others, estimate the resale value of the car.	<b>5. AVAILABLE</b> <span>A</span>  By Gathering Information from the people and come to understanding.  By searching in online websites.	Explore AS, differential
	<b>2. JOBS-TO-BE-DONE / PROBLEM</b> <span>J&amp;P</span>  The Customer's queries should be cleared  When using the ML approaches ,any damages should be properly assessed. By giving the necessary data about the car to the customers which will be needed to them.	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span>  The main cause of this is the fear of unfitness state of the car .It can be about mileage of the vehicle,Gasoline type or the physical damages.The fear of getting cheated by the anonymous vendors.The best course of action is to avoid buying from strangers,shop around the best deal and inspect the vehicle.	<b>7. BEHAVIOUR</b> <span>BE</span>  Create or enhance the strategy vision .Identify customer segments via vehicle customization.  The model was created just to get rid of the human predicted anonymous value.They presented the paperwork of your car's condition that is questionable.	

	<b>3. TRIGGERS</b> <span>TR</span>  Seeking for Self gratification by identifying the thing  To help people to get extra knowledge about the things.	<b>10. YOUR SOLUTION</b>  This model is built by using Machine learning and regression model.By using this system ,we can predict the resale value at anytime and anywhere.	<b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span>  <b>ONLINE</b> Online websites. Social media platforms. <b>OFFLINE</b> Offline service providers would face some difficulties.
	<b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span>  <b>Before:</b> The feeling of uneasiness will be there about the uncertain outcome.  <b>After:</b> The relief and Pleasure will be on the customers face.		