

PROBLEM SOLUTION

Define CS, fit into CC

1. CUSTOMER
SEGMENT(S)
Vegetable Shop Owner

CS

6. CUSTOMER
CONSTRAINTS
* Customer loyalty
* No cash in hand
* Effect due to rise and fall for price

CC

5. AVAILABLE SOLUTIONS
Changes in market and the demand which is directly
proportional to price range and stocked material
* Predict drop and fail

AS

Explore AS, differentiate

2. JOBS-TO-BE-DONE / PROBLEMS**J&P**

- * Daily transport cost
- * Finding warehouse for stocking
- * Rice in price based on

9. PROBLEM ROOT CAUSE**RC**

- * Lack of Knowledge and Time on Inventory Management
- * Sudden Raise in Demand for a Particular Product May Cause Insufficiency
- * Lack of Proper Capital
- * Underestimating Costs of Overheads

7. BEHAVIOUR**BE**

- * Under Stock and Over Stock
- * Automatic Recording System

3. TRIGGERS**TR**

- * Finding about new management ways in internet ways in internet
- * Wastage of vegetables
- * Less sale

10. YOUR SOLUTION**SL**

- Ana and predict the up and down downs in the market by previous years statics which will help us to make alternative changes
- * Analysis the year wise climatic changes which will determine cost of the vegetables and help us to buy at low price

8. CHANNELS of BEHAVIOUR**CH****8.1 ONLINE**

- * Advertise on social platforms
- * Partner with complementary brands
- * Advertise with financial influencers to spread awareness and promote retail store

4. EMOTIONS: BEFORE / AFTER**EM**

Before: Helpless ness, Demotivation
After: Happy and Confidence

8.2 OFFLINE

- * Word to campaigns
- * Genuine relationships with current and potentials clients then face-to-face interactions
- * Customer can create some contacts in their surroundings that might help in Building trust among people which helps their business

