

1. CUSTOMER SEGMENT(S)

- Business people
- Common people
- Working parents
- Racers

2. JOBS-TO-BE-DONE / PROBLEMS

- Giving the necessary information for particular thing which needs for customer
- Solving customer doubts

6. CUSTOMER CONSTRAINT

- **Anxiety**-customer began to get anxious when they still no idea about what they have found.
- **Mysteries**-they might Called it mysteries which they can't able to

9. PROBLEM ROOT CAUSE

- Lack of study in the sequence of things
- Unaware of the object
- New to environment

5. AVAILABLE SOLUTIONS

- By searching in online websites.
- By gathering the information from the people and come to understanding.

7. BEHAVIOUR

When the user Don't have the knowledge about particular thing this kind of situation occurs.

This system is built by using Machine learning and regression model. By using this system, we can predict the resale value of the car at any time any where.

- Online websites
- Social media platforms

OFFLINE

3. TRIGGERS

TR

- Seeking for self-gratification by identity the thing
- To help peoples to get extra knowledge about the thing

4. EMOTIONS: BEFORE / AFTER

EM

- **Before:** unease about something with an uncertain outcome (showing worry)
- **After:** pleasure of blessedness and brightness in face.



10. YOUR SOLUTION

SL

8. CHANNELS of BEHAVIOUR

CH

ONLINE

Customer throw words