

1. CUSTOMER SEGMENT(S)

CS

Business people
Common people
Working parents
Racers

6. CUSTOMER CONSTRAINT

CC

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

5. AVAILABLE SOLUTIONS

AS

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

Explore AS,

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

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

9. PROBLEM ROOT CAUSE

RC

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

7. BEHAVIOUR

BE

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

Focus on J&P, tap into BE, understand Extract online & offline CH of BE

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

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.

8. CHANNELS of BEHAVIOUR

CH

ONLINE

Online websites
Social media platforms

OFFLINE

Customer throw words

Focus on J&P, tap into BE, understand

Identify strong TR & EM