Project Title: Retail Store Stock Inventory Project Design Phase-I - Solution Fit Template Team ID: PNT2022TMID29976

* Limited Budget
* Expensive product
* Limited Availability of Time



* To make personalized & efficient customer service
* Understand customer exceptions and work on the principle of L.E.A.S.T- Listen,Empathize,Apologize,Solve and Thank

Retail Shop Owner

* Centralized Tracking
* Transparent Performance on inventory
* Stock auditing
* Poor Customer Service
* Identifying and understanding customer behavior
* Premium prices on custom product
* Locating the warehouse for restocking
* Optimizing store layout
* Demand supply chain
* Customers Find the correct product and calculate the usage and benefits of the product
* Customers become more sophisticated in their purchasing and selective decision making



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|  | **3. TRIGGERS TR**  What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efﬁcient solution in the news.   * Get coupon on purchase * Offers on daily customer * Freedom on self service | **10. YOUR SOLUTION SL**  If you are working on an existing business, write down your current solution ﬁrst, ﬁll in the canvas, and check how much it ﬁts reality.  If you are working on a new business proposition, then keep it blank until you ﬁll in the canvas and come up with a solution that ﬁts within customer limitations, solves a problem and matches customer behaviour.   * By managing inventory retailers meet customer demand * Conduct regular stock check to maintain the stock * Optimize the warehouse to the customer standard of living * Providing personalized store experiences to the customer | 1. **CHANNELS of BEHAVIOUR CH**    1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.  **Online**   * + Advertise with social media influence r   + Free Shipping & delivery   **Offline**   * + Maintaining a social contact with the customer   + Branded giveaway,Local donations |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  How do customers feel when they face a problem or a job and afterwards?  i.e. lost, insecure > conﬁdent, in control - use it in your communication strategy & design.   * Before :Anger,Negative inspiration ,Helpless , Demotivated * After : Confidence , Happiness , Positive thoughts |