

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>The Customers are Adults and children</div></div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div><div>Money and Network Connection</div></div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div>Online shopping gives New Collections pros: Easy to use cons: customer confused when have lost of collections</div></div></div>	Explore AS, differentiate	
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>Users find it hard to spot trendy clothes</div></div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.</div><div>Customers need to be with new fashions for current trends</div></div></div>	<div><div>7. BEHAVIOUR<div>What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</div><div>Customers spend the time to find the new fashion clothes</div></div></div>		Focus on J&P, tap into BE, understand RC
	<div><div>Seeing neighbor Dressing Styles</div><div><div>4. EMOTIONS: BEFORE / AFTER<div>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.</div><div>Felling Sad and Frustration > Self confident</div></div></div></div>	<div><div>canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</div><div><div>Make a Chat Bot Assistant for shopping with customers and send notifications when new collections arrived</div></div></div>	<div><div>OFFLINE<div>What kind of actions do customers take offline? Extract offline channels from #7and use them for customer development.</div><div>ONLINE: Customers buy the new clothes OFFLINE: Customers will use the clothes</div></div></div>		

