

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><ul style="list-style-type: none">Children those who are under 10 and also older children and adults</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><ul style="list-style-type: none">If the product isn't right for the particular skin rashes it may create new onesSkin products are costlyVisiting a doctor may not cure skin disease, dermatologists are trained to diagnose skin disease</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><ul style="list-style-type: none">Oral medications, creams, laser and surgical treatments are available solutions. Visiting a dermatologist is an alternative to diagnosing the skin rashes using trained images.</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><ul style="list-style-type: none">Not investigating infected regions at early stageMelanoma is a serious skin cancer that looks like a mole and needs to be diagnosed at an early stage.Skin rashes that appear flat, rough, and scaly need to be diagnosed and are often a precancerous stage.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><ul style="list-style-type: none">Customers have to do it because it makes the skin worse.People with diabetes may increase their chances of increasing a skin disease so they need to take early precautions.It will lead to skin cancer if not diagnosed at an early stage.</div>	<div>7. BEHAVIOUR<div>BE</div><ul style="list-style-type: none">They looking for a fast recovery after self-diagnosing.Most of the customers use skin care products based on the recommendation of a friend or acquaintance to get the job done rather than visiting a dermatologist which makes it easier to adjust and balance life.</div>	
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div><ul style="list-style-type: none">When it causes allergies, irritants, or when skin disease develops in their body it leads to fear and makes them stressed.</div>	<div>10. YOUR SOLUTION<div>SL</div><ul style="list-style-type: none">To check whether the person is having a skin disease or not by diagnosing the different characteristics of the affected skin by capturing the images and detecting them using AI. And then building an application for customers to identify skin conditions easily.</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>8.1 ONLINE<ul style="list-style-type: none">Customers can consult an online dermatologist and ask their queries. AI will detect the skin images and compare them with the trained model and give results.</div><div>8.2 OFFLINE<ul style="list-style-type: none">Customers need to search for a specialized doctor for a particular skin disease.They ask for suggestions from close onesDoctors might be confused with the type of skin disease by their shape and skin color.</div></div>	Identify strong TR & EM
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><ul style="list-style-type: none">Customers feel if it is malignant or benign when they face the problem.They feel that should they consult a doctor and also they feel stressed and irritated.</div>			