

Problem-Solution fit

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>In Global Sales, Market business will be important part of a sales and business in global sales reach the product and gain profit</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>Sales process will be large process because we have to collect the details of a customers Lack of clear business process Lack of collecting many details of a customers in a global sales market of a business</div></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>Ask Questions, identify the problem what solutions they have tried or considered offer a solution Analyse the solution product profit through the business global sales for that data analytics technique</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><div>To reach the product with profit that will be difficult part Track the product that is going successfully and develop the strategic</div></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>Too little activity for market business of global sales Lack of effectiveness of a market global sales in a business Low standards of global sales of a products in a market</div></div>	<div><div>7. BEHAVIOUR</div><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>	
	<div><div>3. TRIGGERS</div><div>Market sales that has occurrence that leads to a sales opportunity</div></div>	<div><div>10. YOUR SOLUTION</div><div>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.</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>1. ONLINE 2. Process of consumers search for select purchase use and dispose of goods and services over the internet</div></div>	
Identify strong TR & EM	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>To aim for communication with customers and influences their buying decision Focuses on deep bonding, higher satisfaction and customer retention.</div></div>		<div><div>8.2 OFFLINE</div><div>Buying behavior of the ultimate consumer who prefers to visit traditional store</div></div>	Extract online & offline CH of BE
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