

Define CS, fit into CC	1.CUSTOMER SEGMENT(S) Building a house. Marriage purpose. Medical emergency. To start a business.	6.CUSTOMER CONSTRAINTS CC Credit card over dropped. Credit lines. Hard to recover bank details. Security issue may be concern.	5.AVAILABLE SOLUTIONS AS Easy to predict. Highly scalable. It reduce the workforce of the bank employees.	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2.JOBS - TO - DONE /PROBLEMS J&P Enter the infomation given by customers. Document verification. Finding the better loan for the customers. By gathered infomation employees and companies can provide loans.	9.PROBLEM ROOT CAUSE RC Scalability. Faster loan approval. Operational banking system. Poor end user.	7.BEHAVIOUR BE Check your credit score. Look at your budget. Finally predict the loan eligibility.	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	3. TRIGGERS TR Financial and banks are in need of faster loan approval model. A personal loan is one of the main for financing the purchase like car , bike and gadgets. 4. EMOTIONS: BEFORE / AFTER EM Before: Lots of workload and stress to test and offer loan eligibility , it needs lots of humans or labor force. After: Simple , scalable and quick approval in predicting and providing loans to customers.	10. YOUR SOLUTION SL Create ML to check whether the customer would be eligible for the loan or not. Highly scalable. More acuracy.	8.CHANNELS of BEHAVIOUR CH ONLINE: make it simpler to contact. Company user can see their loan eligibility Make a new context. OFFLINE: Face to face conversation between employees and customers. Collect feedbacks. Customer satisfacton.	Identify strong TR & EM

