

Define CS, fit into CC	<b>1.CUSTOMER SEGMENT(S)</b> Building a house. Marriage purpose. Medical emergency. To start a business.	<b>6.CUSTOMER CONSTRAINTS</b> <b>CC</b> Credit card over dropped. Credit lines. Hard to recover bank details. Security issue may be concern.	<b>5.AVAILABLE SOLUTIONS</b> <b>AS</b> 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	<b>2.JOBS - TO - DONE /PROBLEMS</b> <b>J&amp;P</b> Enter the infomation given by customers. Document verification. Finding the better loan for the customers. By gathered infomation employees and companies can provide loans.	<b>9.PROBLEM ROOT CAUSE</b> <b>RC</b> Scalability. Faster loan approval. Operational banking system. Poor end user.	<b>7.BEHAVIOUR</b> <b>BE</b> 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	<b>3. TRIGGERS</b> <b>TR</b> 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. <b>4. EMOTIONS: BEFORE / AFTER</b> <b>EM</b> 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.	<b>10. YOUR SOLUTION</b> <b>SL</b> Create ML to check whether the customer would be eligible for the loan or not. Highly scalable. More acuracy.	<b>8.CHANNELS of BEHAVIOUR</b> <b>CH</b> 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

