

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Hotel managers or Restaurateur who runs a restaurant.	6. CUSTOMER CONSTRAINTS CC 1. Stock and inventory wastage 2. Managing stock in multiple branches 3. Calculating and analysing profitability of a dish	5. AVAILABLE SOLUTIONS AS AI for demand forecasting in food industry is the available solution. It uses machine learning models which produce high accuracy. This method can be used for predicting work force requirement, automated food ordering based on forecasting results. It did not include factors such as cultural habits, religious holiday, consumer preferences, etc.	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P <p>A wrong prediction may end up purchasing and preparing less amount of food which will cause shortage or purchasing and preparing more which will lead to wastage of food.</p> <p>Overstaffing and excess inventory. Too much inventory in the warehouse means more risk of wastage, and not enough could lead to out-of-stocks - and push customers to seek solutions from your competitors.</p>	9. PROBLEM ROOT CAUSE RC <p>Lack of adequate ,accurate timely demand data Lost market share Under supply or over supply of inventory.</p>	7. BEHAVIOUR BE <p>Collect accurate adequate timely demand data.</p> <p>Maintain proper supply chain management.</p> <p>Consider the factors like weather, cultural habits for predicting the demand.</p>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	3. TRIGGERS TR 1. Because of loss in share market, the hotel manager or restaurateur seek for a way to overcome loss. 2. Seeing the neighbor hotels which run profitably by predicting the demand 3. By seeing the advertisement they got triggered.	10. YOUR SOLUTION SL Develop an Ai model for predicting the number of orders for the next 10 weeks by using previous data and design a web application so that the hotel manager or restaurateur runs the hotel successfully.	8. CHANNELS of BEHAVIOR CH 8.1 ONLINE 1. Make the application work precisely. 2. Proper prediction of demand. 8.2 OFFLINE 1. Collect the data set accurately. 2. Check the stock frequently.	Identify strong TR & EM

	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><div>Before</div><div>Inventory shrinkage and inventory wastage may be high which leads to loss of customers and market.</div><div>After</div><div>By predicting the demand properly inventory shrinkage or inventory wastage are controlled by maintaining proper supply chain management and running a profitable restaurant.</div></div>			
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