

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>Who is your customer? i.e. working parents of 0-5 y.o. kids</p><p>Dumb and Deaf -mute people of all age category.</p></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</p><p>Will it be paid or unpaid application? Will that be affordable and easy to handle?</p></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><p>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</p><div><p>1) Transfer learning to the well-known AlexNet convolution neural network for human recognition based on ear images.</p><p>2) Speech recognition system that allows arm disabled students to control computers by voice as a helping tool in education process</p></div></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p><ul style="list-style-type: none">They can not be able to share their thoughts or emotions with the society.They may be underestimated and prejudged.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><p>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.</p><p>Normal people cannot understand sign language because they are unfamiliar with it.</p></div>	<div>7. BEHAVIOUR<div>BE</div><p>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)</p><p>Compared to other technologies, sign language is easier to understand for those who put little effort into it, and this method helps disabled people communicate effectively.</p></div>	
	<div>3. TRIGGERS<div>TR</div><p>What triggers customers to act? i.e. seeing their neighbor installing solar panels, reading about a more efficient solution in the news.</p><p>They want to indulge themselves in the society like normal people.</p></div>	<div>10. YOUR SOLUTION<div>SL</div><p>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 behavior.</p></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><p>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</p><p>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p></div>	

4. EMOTIONS: BEFORE / AFTER

How do customers feel when they face a problem or a job and afterwards?

i.e. lost, insecure > confident, in control - use it in your communication strategy & design.



They will be stressed out and it will lead them to lose their confidence and hope.

So we are making use of a convolution neural network to create a model that is trained on different hand gestures. A feature is built which uses this model.

Systems in which people and companies interact to accomplish individual/ channel goals in informal interactions among some organized firms, other consists of formal interactions guided by strong organization. Communication channel is the medium through which you send a message to another person. For example: Electronic channel is another means to communicate verbally, non - verbally & writing for education purposes (dumb people)