Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   `CS`
Who is your customer?
i.e. working parents of 0-5 y.o. kids

1. Customer
2. Retailer
3. Seller

6. CUSTOMER CONSTRAINTS   `CC`
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.

1. Best stock
2. Availability of stock

5. AVAILABLE SOLUTIONS   `AS`
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

1. This predicate by using Random Forest algorithm.Then K means algorithm is used to check the stock.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS   `J&P`
Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

1. High Cost
2. Quality of product
3. Waste brands

9. PROBLEM ROOT CAUSE   `RC`
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.

1. Short-stock recovery establishment.
2. Counting inventory less frequently.

7. BEHAVIOUR   `BE`
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)

1. It easy-way to calculate predict the stock and see which is sales more.

Focus on J&P, tap into BE, understand RC

Identify strong TR & EM

3. TRIGGERS   `R`
What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

1. Product personalisation can provide people with a level of personal service that is difficult to replicate online.

4. EMOTIONS: BEFORE / AFTER   `M`
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.

1. High cost - Anxiety
2. Good Quality - Satification
3. Low Prize - Happy

10. YOUR SOLUTION   `L`
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.

1. We can sell the best quality brand product and get the profite.

8. CHANNELS of BEHAVIOUR   `H`
8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

1. Buy one Get one offer to the product.
2. Cashback Credit for buy the product.

Identify strong TR & EM