

# Project Design Phase 1

## Problem-Solution Fit Template

Date	15 October 2022
Team ID	PNT2022TMID22051
Project Name	Project – Car Resale Value prediction
Maximum Marks	2 Marks

### Problem-Solution fit canvas 2.0

Purpose / Vision

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> Who is your customer? i.e. working parents of 0-5 y.o. kids  Customer who wish to buy the second hand car in a loyal price	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span> 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.Comparison in different places is difficult 2.Difficulty in knowing the selling price of second hand car	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span> 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  There are several car resale predictors available in market but they do not follow proper guidelines	Explore AS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span> Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.  1. A Person may input the wrong information about the car to be sold 2.Incorrect prediction is done  jobs:  1. Build an ml model to predict the second hand car	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> 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. Price predicted by the seller , dealer may not be trustful 2. User may calculate the loyal price using this model 3.Used can eliminate biased value calculated by seller	<b>7. BEHAVIOUR</b> <span>BE</span> 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.History of the car and document submitted by seller is true or not 2. Customer worried about scam sellers	
<b>3. TRIGGERS</b> <span>TR</span> What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.  Customer can get a loyal and unbiased price to know on their own	<b>10. YOUR SOLUTION</b> <span>SL</span> 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.  To build ML model using various parameters collection of data about the car and will enable the customer to get correct and loyal price of car.	<b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span> <b>8.1 ONLINE</b> What kind of actions do customers take online? Extract online channels from #7 1.Customer get value of the car by various parameter given by the seller 2.customer review the vehicle by checking from images of car  <b>8.2 OFFLINE</b> What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.  Make sure they get the best price.	Extract online & offline CH of BE	
<b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span> 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. Before User will be fear about biased value calculated by the humans After: They can calculate the price of the car by their own.				



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