

Project Design Phase-I Problem Solution Fit

Date	19 September 2022
Team ID	PNT2022TMID06008
Project Name	Project – Crude Oil Price Prediction

Problem-Solution fit canvas 2.0

Purpose / Vision

<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Define CS, fit into CC</div> <div> <p>1. CUSTOMER SEGMENT(S) CS</p> <p>Who is your customer?</p> <p>Crude Oil Based Industries and companies for Business purposes</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <p>6. CUSTOMER CONSTRAINTS CC</p> <p>What constraints prevent your customers from taking action or limit their choices of solutions?</p> <p>The risks and problems are the obstacles for the customers which limits them from proceeding further in the process.</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <p>5. AVAILABLE SOLUTIONS AS</p> <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?</p> <p>The frustrations about the results can be avoided by providing a proper timeline and proper planning will be helpful in finishing it in time with the expected output.</p> </div> </div> <div style="display: flex; justify-content: flex-end;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Explore AS, differentiate</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Focus on J&P, tap into BE, understand RC</div> <div> <p>2. JOBS-TO-BE-DONE / PROBLEMS J&P</p> <p>Which job-to-be-done (or problems) do you address for your customers?</p> <p>The difficulty in predicting the Crude Oil Price more accurately is one of the major problems</p> <p>The information to be collected for providing the desired results may be a problem</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <p>9. PROBLEM ROOT CAUSE RC</p> <p>What is the real reason that this problem exists? What is the back story behind the need to do this job?</p> <p>It can both Man-made error or machine error which can sometimes go wrong. This can cause a problem in proving an accurate or desired result. This is the main root cause of this issue.</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <p>7. BEHAVIOUR BE</p> <p>What does your customer do to address the problem and get the job done?</p> <p>The problems faced by the customer can be reported in a form of a detailed document so that it can be properly addressed by the team and it can rectify.</p> </div> </div> <div style="display: flex; justify-content: flex-end;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Focus on J&P, tap into BE, understand RC</div> </div>
<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Identify strong TR & EM</div> <div> <p>3. TRIGGERS TR</p> <p>What triggers customers to act?</p> <p>The business ideas trigger customers for the crude oil price prediction for the benefits</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <p>10. YOUR SOLUTION SL</p> <p>If you are working on an existing business, write down your current solution first, fit 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.</p> <p>To address this issue, it needs proper attention in carrying out this process for predicting the crude oil price. Both computer-aided prediction and human calculations should be carried out very carefully.</p> </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <p>8. CHANNELS of BEHAVIOUR CH</p> <p>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</p> <p>Discount seekers Wandering customers Loyal customers</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> <p>Reliable customers Trustful customers</p> </div> </div> <div style="display: flex; justify-content: flex-end;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; font-size: 0.8em;">Extract online & offline CH of BE</div> </div>

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