

Define CS, fit into CC	1. CUSTOMER SEGMENT <small>Who is your customer? i.e. working parents of 0-5y.o. kids</small> <p>People who are not ready to spend time to dispose the harmful waste.</p> <p>Parents who's needs to more care to their children to avoid disease from the harmful waste.</p>	6. CUSTOMER CONSTRAINT <small>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.</small> <p>Insufficient data collection quality aspects to recycling, energy recovery of waste and waste prevention.</p>	5. AVAILABLE SOLUTIONS <small>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 not taking</small> <p>Direct disposal is, as the name suggests a management strategy where used harmful waste and dispose in underground deposit, without recycling.</p>	Explore AS, differentiate	
	2. JOBS-TO-BE-DONE / PROBLEMS <small>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore</small> <p>Restrict all the disease created from harmful waste by fast disposal.</p> <p>Avoid humans to dispose the harmful waste and save more time.</p>	9. PROBLEM ROOT CAUSE <small>What is the real reason that this problem exists? What is the backstory behind the need to do this job? i.e. customers have to do it because of the change in regulations.</small> <p>Contamination and improper recycling.</p> <p>Recycling correctly (especially the toxic substance).</p>	7. BEHAVIOUR <small>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)</small> <p>It seemingly gives us power to control our own habits for the benefit of our smart society to reinforcing the green behavior.</p>		Focus on J&P, tap into BE, understand RC
	3. TRIGGERS <small>What triggers customer to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</small> <p>Family who uses this system, they live like disease freely it's motivated others to use this system.</p>	10. YOUR SOLUTION <small>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.</small> <p>Use a reusable bottle/cup for beverages to save money and reduce waste.</p> <p>Avoid single-use food and drink containers and utensils.</p>	8. CHANNELS of BEHAVIOUR 8.1 ONLINE <small>What kind of actions do customer stake online? Extract online channels from #7</small> <p>If any problem directly people can contact corporation office via online.</p> 8.2 OFFLINE <small>What kind of actions do customer stake offline? Extract offline channels from #7 and use them for customer development.</small> <p>People when interacts when the speak to their values.</p>		
4. EMOTIONS: BEFORE/ AFTER <small>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.</small> <p>Harmful waste dispose machine is very helpful for industrial purpose.</p>					