1.CUSTOMER SEGMENT(S) CS CC AS **6.CUSTOMER CONSTRAINT** 5. AVAILABLE SOLUTIONS Anxiety-customer beganto get Business people By searching in online anxious when theystill no idea Public (citizens) websites. about what they have found. Working parents By gathering the information from Mysteries-they might Called it Racers the peoples and come to mysteries which they can't understanding. able to BE J&P 2. JOBS-TO-BE-DONE / PROBLEMS 9. PROBLEM ROOT CAUSE RC 7. BEHAVIOUR Focus on J&P, tap into BE, understand Giving the necessary Lack of study in the sequence of When the user doesn't have the information for particular things knowledge about particular thing this kind thing which needs for Unaware of the object of situation occurs. customer New to environment Solving customer doubts TR SL СН 3. TRIGGERS 10. YOUR SOLUTION 8. CHANNELS of BEHAVIOUR **Extract online & offline CH of BE** <u>≥</u> ONLINE Seeking for self-gratification by identity the This system is built by using Machine Online websites learning and regression model. By using Social media platforms To help peoples to get extra knowledge Identify strong this system, we can predict the resale about thething value of the car at any time, anywhere. OFFLINE Customer throw words EM 4. EMOTIONS: BEFORE / AFTER Before: unease about something with anuncertain outcome (showing worry)

• After: pleasure of blessedness and

brightness in face.