

| | | | | |
|---------------------------------------|---|--|--|---------------------------------------|
| Define CS, fit into | 1. CUSTOMER SEGMENT(S) CS <p>Body Builder Athlete Boxer</p> | 6. CUSTOMER CONSTRAINTS CC <p>Network connection, Available device, Quality camera</p> | 5. AVAILABLE SOLUTIONS AS <p>Try to eat more protein and fat, and less simple sugars.</p> | Explore AS, differ |
| | 2. JOBS-TO-BE-DONE / PROBLEMS J&P <p>To provide right nutrition for particular needs. i.e. Nutrition according to separate fitness people.</p> | 9. PROBLEM ROOT CAUSE RC <p>In addition to consuming sufficient amounts of calories and macronutrients, athletes may also require more vitamins, minerals, and other nutrients for peak recovery and performance.</p> | 7. BEHAVIOUR BE <p>The sum of all planned, spontaneous, or habitual actions of individuals or social groups to procure, prepare, and consume food as well as those actions related to storage and clearance.</p> | |
| Focus on J&P, tap into BE, understand | 3. TRIGGERS TR <p>Market levels will trigger the customers to act</p> | 10. YOUR SOLUTION SL <p>the app delivers nutrition-based analytics and data to its users and becoming a leading platform for delivering AI fitness services</p> | 8. CHANNELS of BEHAVIOUR CH <p>8.1 ONLINE The system will give result in online mode.</p> <p>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from and use them for customer development.</p> | Focus on J&P, tap into BE, understand |
| | 4. EMOTIONS: BEFORE / AFTER EM <p>lost, worried > Happy, confident</p> | | | |