

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>Who is your customer? i.e. People with all age group</p></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, network connection, available devices.</p></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><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? i.e. They used the news app with all topic based</p></div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><p>Which jobs-to-be-done (or problems) do you address for your customers? i.e. The interest change by time</p></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><p>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e.The customer lost the interest in the topic due to the situation.</p></div>	<div>7. BEHAVIOUR<div>BE</div><p>What does your customer do to address the problem and get the done? i.e. They can be search the topic according to their interest.</p></div>	Focus on J&P, tap into BE, understand RC

Identify strong TR & EM	3. TRIGGERS TR What triggers customers to act? i.e. When they are interested in the trending news.	10. YOUR SOLUTION SL News application development has come a long way in a very short time. News Apps were a lot like Infographics – interactive data visualizations, mixed with searchable databases, designed primarily to advance the narrative of the story. Now, many of those apps can be designed by reporters on deadline using open source tools, freeing up developers to think bigger thoughts.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE This News Application software works through internet of a mobile application.	Identify strong TR & EM
	4. EMOTIONS: BEFORE / AFTER EM 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.			