

## Project Design Phase-I Problem Solution Fit

Date	03 October 2022
Team ID	PNT2022TMID05965
Project Name	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;">Define CS, fit into CC</div> <div> <b>1. CUSTOMER SEGMENT(S)</b> <span style="float: right; background-color: #e91e63; color: white; padding: 2px 5px; font-weight: bold;">CS</span>  <small>Who is your customer?</small>             Crude Oil Based Industries and companies for Business purposes         </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <b>6. CUSTOMER CONSTRAINTS</b> <span style="float: right; background-color: #e91e63; color: white; padding: 2px 5px; font-weight: bold;">CC</span>  <small>What constraints prevent your customers from taking action or limit their choices of solutions?</small>             The risks and problems are the obstacles for the customers which limits them from proceeding further in the process.         </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <b>5. AVAILABLE SOLUTIONS</b> <span style="float: right; background-color: #e91e63; color: white; padding: 2px 5px; font-weight: bold;">AS</span>  <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 &amp; cons do these solutions have?</small>             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.         </div> </div> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; position: absolute; right: 0; top: 50%; white-space: nowrap;">Explore AS, differentiate</div>
<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold;">Focus on J&amp;P, tap into BE, understand RC</div> <div> <b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span style="float: right; background-color: #f96; color: #e91e63; padding: 2px 5px; font-weight: bold;">J&amp;P</span>  <small>Which jobs-to-be-done (or problems) do you address for your customers?</small>             The difficulty in predicting the Crude Oil Price more accurately is one of the major problems            The information to be collected for providing the desired results may be a problem         </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <b>9. PROBLEM ROOT CAUSE</b> <span style="float: right; background-color: #f96; color: #e91e63; padding: 2px 5px; font-weight: bold;">RC</span>  <small>What is the real reason that this problem exists? What is the back story behind the need to do this job?</small>             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.         </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <b>7. BEHAVIOUR</b> <span style="float: right; background-color: #f96; color: #e91e63; padding: 2px 5px; font-weight: bold;">BE</span>  <small>What does your customer do to address the problem and get the job done?</small>             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.         </div> </div> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; position: absolute; right: 0; top: 50%; white-space: nowrap;">Focus on J&amp;P, tap into BE, understand RC</div>
<div style="display: flex; justify-content: space-between;"> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold;">Identify strong TR &amp; EM</div> <div> <b>3. TRIGGERS</b> <span style="float: right; background-color: #009688; color: white; padding: 2px 5px; font-weight: bold;">TR</span>  <small>What triggers customers to act?</small>            The business ideas trigger customers for the crude oil price prediction for the benefits.         </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div> <b>4. EMOTIONS: BEFORE / AFTER</b> <span style="float: right; background-color: #009688; color: white; padding: 2px 5px; font-weight: bold;">EM</span>  <small>How do customers feel when they face a problem or a job and afterwards?</small>            If the results are not up to the expected point, it makes them feel frustrated.         </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <b>10. YOUR SOLUTION</b> <span style="float: right; background-color: #9c27b0; color: white; padding: 2px 5px; font-weight: bold;">SL</span>  <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>             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.         </div> </div>	<div style="display: flex; justify-content: space-between;"> <div></div> <div> <b>8. CHANNELS of BEHAVIOUR</b> <span style="float: right; background-color: #009688; color: white; padding: 2px 5px; font-weight: bold;">CH</span>  <small>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</small>            Discount seekers            Wandering customers            Loyal customers         </div> </div> <div style="display: flex; justify-content: space-between; margin-top: 10px;"> <div> <small>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</small>            Reliable customers            Trustful customers         </div> </div> <div style="writing-mode: vertical-rl; transform: rotate(180deg); font-weight: bold; position: absolute; right: 0; top: 50%; white-space: nowrap;">Extract online &amp; offline CH of BE</div>

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