

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> Used car sellers <b>CS</b>	<b>6. CUSTOMER CONSTRAINTS</b> <ul style="list-style-type: none"><li>To determine the worthiness of the car by their own within few minutes.</li><li>A loss function is to be optimized by spending money for dealers, brokers to buy or sell a car.</li></ul> <b>CC</b>	<b>5. AVAILABLE SOLUTIONS</b> <ul style="list-style-type: none"><li>In the past User cannot find the value of used car buy their own without prior knowledge about cars.</li><li>A person who don't know much about the car can also make predictions for used cars easily.</li></ul> <b>AS</b>	Explore AS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <ul style="list-style-type: none"><li>Condition of Engine</li><li>Year of Registration</li><li>Kilometers Travelled</li><li>Age of Car</li><li>Variety of Car</li></ul> <b>J&amp;P</b>	<b>9. PROBLEM ROOT CAUSE</b> <ul style="list-style-type: none"><li>Unaware of Price Prediction</li><li>The price predicted by the dealers or brokers for used car is not trustful</li></ul> <b>RC</b>	<b>7. BEHAVIOUR</b> <ul style="list-style-type: none"><li>Condition of Car</li><li>History Of Car</li><li>Model Of Car</li><li>Scams</li></ul> <b>BE</b>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

<p><b>3. TRIGGERS</b> <span>TR</span></p> <p>When it comes to Vehicle people are posting pictures of using it.</p>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <p>Predicting the price of used cars using the Machine Learning (ML) algorithms and collection data's about different cars. The project will take parameters related to used car as inputs and enable the customers to make decisions by their own.</p>	<p><b>8.CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p><b>8.1      ONLINE</b></p> <p>They compare price , model of the car in different sites</p> <p><b>8.2      OFFLINE</b></p> <p><b>They</b> would visit Dealers and enquire about the price</p>
<p><b>4. EMOTIONS :</b> <span>EM</span></p> <p><b>BEFORE :</b></p> <p>        Fear , Anxiety , Elation</p> <p><b>AFTER :</b></p> <p>        Satisfaction , Joy , Confident , Balance Of Mind</p>		