

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Customer who sells / buys cars	6. CUSTOMER CONSTRAINTS CC To determine the worthiness of the car by their own within few minutes A loss function is to be optimized by spending money for dealers,brokers to buy or sell a car.	5. AVAILABLE SOLUTIONS AS Best selling price, through brokers, pros: less efforts needed, cons: less accuracy	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P There could be more than one Carefully verify various Parameters indifferent field	9. PROBLEM ROOT CAUSE RC Less accuracy in predicting the rate by dealers need to do this job is to resale their car	7. BEHAVIOUR BE The model is to be built would give the nearest value of the vehicle by eliminating anonymous value predicted by using humans	
Focus on J&P, tap into BE, understand RC	3. TRIGGERS TR User will be in fear about the biased values predicted by the humans based on the condition of the car	10. YOUR SOLUTION SL This system is built by using Machine learning and regression model. By using this system, we can predict the resale value of the car at any time any where.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE Online website, social media platforms	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER EM User can determine the worthiness of the car by their own without human intervention.		8.2 OFFLINE Customer through words	