

Define CS, fit into CC	<div>1.CUSTOMER SEGMENTS</div> <div>Who is your customer? i.e people of all age</div> <div>The customers are the humans who belong to all age groups</div>	<div>6.CUSTOMER CONSTRAINTS</div> <div>Which constraints prevent your customer from taking action or limit of solutions? i.e lack of knowledge about the maintenance</div> <div>The constraints are proper internet connection and the maintenance of database using data analysis.</div>	<div>5.AVAILABLE SOLUTIONS</div> <div>Which solutions are available to the customers when they face the problem? i.e they know the occupation or availability of room</div> <div>If they know the occupation or availability of room in advance, they can solve the length of stay problem occurs in hospitals.</div>	Explore AS, differentiate
	<div>2. JOBS TO BE DONE/PROBLEMS</div> <div>Which jobs to be done (problems) do you address for your customers? i.e There could be more than one, explore different sides</div> <div>The customers are subjected to examination for disease prediction and length of stay is predicted</div>	<div>9.PROBLEM ROOT CAUSE</div> <div>What is the real reason that this problem exists? i.e customer have to know it to find the length of stay</div> <div>The root cause is due to the unavailability of room and failure in predicting this, patients suffer.</div>	<div>7.BEHAVIOUR</div> <div>What does your customer do to address the problem and get the job done? i.e Directly related, find the disease, analyze prescriptions and find length of stay</div> <div>They have to find the length of stay and in accordance to that they may get admitted</div>	
Focus on J&P, tap into BE, understand RC	<div>3.TRIGGERS</div> <div>What triggers customers to act? i.e experiencing the issues on length of stay</div> <div>The trigger is to find solution for length of stay and prediction of available rooms using data analytics</div>	<div>10.YOUR SOLUTION</div> <div>If you are working on predicting length of stay, gather the relevant details</div> <div>The solution is to analyze the details of patient, prescriptions and predicting the length of stay and updating it into the database to know the availability of rooms</div>	<div>8.CHANNELS OF BEHAVIOUR</div> <div>8.1 ONLINE</div> <div>What kind of actions do customers take online?</div> <div>The kind of actions in online include saving the details to database</div>	Focus on J&P, tap into BE, understand RC
	<div>4.EMOTIONS: BEFORE/AFTER</div> <div>How do customers feel when they feel a problem? i.e loss and insecure</div> <div>It includes decrease in comfort which results in non-visiting the hospital</div>		<div>8.2 OFFLINE</div> <div>What kind of actions do customers take offline?</div> <div>The kind of action is to get admitted after knowing availability of rooms</div>	
Identity strong TR & EM				Identity strong TR & EM

