

Define CS, fit into CC	<p>1. CUSTOMER SEGMENT(S) CS</p> <p>I. Bank higher authority. II. Bank decision makers. III. Stakeholders and customers. IV. Persons who are giving and applying for loans.</p>	<p>6. CUSTOMER CONSTRAINTS CC</p> <p>I. Loan approval prediction model predicts well by ml Algorithms . Training maybe slightly tricky. II. Security issue maybe a concern and in rare case It may be hard to recover the bank details.</p>	<p>5. AVAILABLE SOLUTIONS AS</p> <p>I. It reduces the workforce of the bank Employees. II. Easy to predict and highly scalable. III. It gives more insight and leads to more profit by data driven decision.</p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p>2. JOBS-TO-BE-DONE / PROBLEMS J&P</p> <p>I. Enter the details given by customers. II. By ML algorithms predict the loan Approval. III. By getting results employees and companies can provide loans.</p>	<p>9. PROBLEM ROOT CAUSE RC</p> <p>I. Faster loan approval . II. Profit for stakeholders. III. Maintain standards in company. IV. Scalability.</p>	<p>7. BEHAVIOUR BE</p> <p>I. Collecting user data and attributes of personal details of user. II. Perform EDA and provide Insight for stakeholder III. At end Model will predict for loan eligibility.</p>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<p>3. TRIGGERS TR</p> <p>I. Scope of ML and data science increases day by day. II. Financial and Banks are in need of faster loan approval model.</p> <p>4. EMOTIONS : BEFORE / AFTER EM</p> <p>Before : Manual workload to check for loan eligibility</p> <p>After : Rapid approval in predicting the loans</p>	<p>10. YOUR SOLUTION SL</p> <p>1. Providing cleaner visuals to stakeholders. 2. Helping higher level and employees to take data driven decision. 3. Accurate ML model to predict customer data 4. Highly scalable - Transfer learning allows high scalability and can be used across different level and locations of particular bank or finance company.</p>	<p>8. CHANNELS of BEHAVIOUR CH</p> <p>ONLINE Online loan approval system – Customers know loan eligibility through online service</p> <p>OFFLINE Bank and finance – Employees work offline easily with least effort</p>	Identify strong TR & EM

