

Project Design Phase-I

Problem – Solution Fit Template

Date	17 October 2022
Team ID	PNT2022TMID08862
Project Name	Car Resale value Prediction
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ **Understand the existing situation in order to improve it for your target group.**

Template:

CAR RESALE VALUE PREDICTION
PROBLEM SOLUTION FIT
TEAM ID-PNT2022TMID37505

<div style="display: flex; justify-content: space-between; align-items: center;"> 1. CUSTOMER SEGMENT(S) CS </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <ul style="list-style-type: none"> Business people Common people Working parents Racers </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> 6. CUSTOMER CONSTRAINT CC </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <ul style="list-style-type: none"> Anxiety-customer began to get anxious when they still no idea about what they have found. Mysteries-they might called it mysteries which they can't able to </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> 5. AVAILABLE SOLUTIONS AS </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <ul style="list-style-type: none"> By searching in online websites. By gathering the information from the peoples and come to understanding. </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> 2. JOBS-TO-BE-DONE / PROBLEMS J&P </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <ul style="list-style-type: none"> Giving the necessary information for particular thing which needs for customer Solving customer doubts </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> 9. PROBLEM ROOT CAUSE RC </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <ul style="list-style-type: none"> Lack of study in the sequence of things Unaware of the object New to environment </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> 7. BEHAVIOUR BE </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <p>When the user Don't have the knowledge about particular thing this kind of situation occurs.</p> </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> 3. TRIGGERS TR </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <ul style="list-style-type: none"> Seeking for self-gratification by identify the thing To help peoples to get extra knowledge about the thing </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> 10. YOUR SOLUTION SL </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <p>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.</p> </div>	<div style="display: flex; justify-content: space-between; align-items: center;"> 8. CHANNELS of BEHAVIOUR CH </div> <div style="margin-top: 5px;"> <div style="border: 1px solid #ccc; padding: 5px; margin-bottom: 5px;"> <small>ONLINE</small> <ul style="list-style-type: none"> Online websites Social media platforms </div> <div style="border: 1px solid #ccc; padding: 5px;"> <small>OFFLINE</small> <ul style="list-style-type: none"> Customer throw words </div> </div>
<div style="display: flex; justify-content: space-between; align-items: center;"> 4. EMOTIONS: BEFORE / AFTER EM </div> <div style="border: 1px solid #ccc; padding: 5px; margin-top: 5px;"> <ul style="list-style-type: none"> Before: unease about something with an uncertain outcome (showing worry). After: pleasure of blessedness and brightness in face. </div>		

Focus on J&P, tap into BE, understand

Extract online & offline CH of BE

References:

- <https://www.ideahackers.network/problem-solution-fit-canvas/>
- <https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe>