

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>E-Commerce Company</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>Lack of their customer data , current market trends , issues in managing databases.</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Database visualization and management system , overcoming technical issues associated with website and focus on improving product quality with ensured free delivery.</div>	Explore AS, differen
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>CC</div></div> <div>To classify and analyze global sales data and market statistics to get to know the preferences of customers and improve their marketing strategies.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>Customer has to do it because of the evolving preferences of people.</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>Directly related : get insights from the dashboard created. Indirectly related : ask for their employee's experience</div>	

<div>3. TRIGGERS<div>TR</div></div> <div>Accomplishments and customer base of their competitors in the online sale.</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>To create an interactive dashboard and to get insights from it.</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div>8.1 ONLINE Products are available according to the customers's preferences. 8.2 OFFLINE</div>
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<div data-bbox="152 60 454 89">4. EMOTIONS: BEFORE / AFTER</div> <div data-bbox="719 57 761 90">EM</div> <div data-bbox="152 151 801 327"><p>When customer faces a problem , he feels as if he lost his market with low self confidence and feeling insecure . But, after developing solutions , he can regain his confidence level and work efficiently with available resources.</p></div>		<div data-bbox="1473 47 2072 119"><p>Ensuring delivery of products is done to the respective customer's address.</p></div>
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