# Project Design Phase-I Problem – Solution Fit

Date	25 October 2022
Team ID	PNT2022TMID42689
Project Name	Project - Visualizing and Predicting Heart
	Diseases with an Interactive Dashboard
Maximum Marks	2 Marks

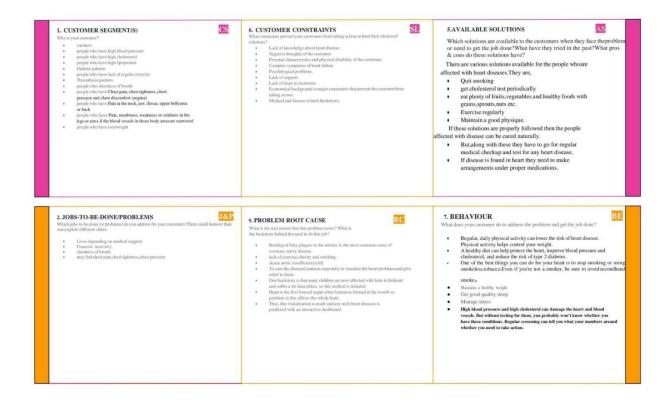
## **Problem – Solution Fit Template:**

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:**

_	
Ш	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:



## 3. TRIGGERS

3. TRIGGERS

What inggers customers to act71c, sceing their neighbour installing solar panels, reading both a more efficient solation in the news.

Lifestyle changes

Lives depending on medical support

need to search for heart specialist with manageable price need to spend for readin insurance

Financial inscensity

frametal inscensity

shorteness of breath

may feel emotional stress

may feel chots pain\_chest tightness\_chest pressure

feel for latigue

#### 4. EMOTIONS: BEFORE / AFTER

- 4. EMOTIONS: BEFORE / AFTER

  How do exsources feet when they face a problem or z job and afterwards.\*

  Le but, incered-z confident, in control to ear in your communication strategy & design.

  Before a person knows that he she is a faced with any kind of facease, they arehappy

  They don't react to wavery shout their own body for any problems and other work onermally and confictably.

  But, after a person comes to know about any kind of problems especially a heart disease. he/she becomes

  the confidence is a confidence of the control of the confidence is the confidence of the confidence is the confidence of the confiden

## 10. YOUR SOLUTION

TR

 $\mathbf{E}\mathbf{M}$ 

SL

If you are working on an existing business, write down your current solution first.fill in the carway, and does know much if it is reality.

If you are working on a new business proposition, then keep it blank until you fill influe carwax and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

- Heart disease treatment depends on the cause and type of heart damage.
   Healthy lifestyle habits such an eating a low-lat, low-sait dist, petting regular exercise and good sleep, and not smoking are an important part of treatment.
- If lifestyle changes alone don't work, medications may be needed to control heart disease symptoms and to prevent complications. The typeof medication used depends on the type of heart disease.
  - Some people with heart disease may need a procedure or surgery. Thetype of procedure or surgery will depend on the type of heart disease and the amount of damage to the heart.

## 8. CHANNELS of BEHAVIOUR

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

 $\mathbf{CH}$ 

- Online appointments with doctors...
   Research about the heart disease they are diagnosed with.
   Finding possible natural cures.

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

- Maintaining proper diet and eating healthy food,
  If living adequate amount of sleep.
  Maintaining a calm and related mindstate.
  Following the suggestions made by the doctors.
  Doing correction and maintaining firmers.
  Taking the right doctor of juli at the right time mentioned by doctors.