

Define CS, fit into CC

1. CUSTOMER

SEGMENT(S)

Who is your customer?

User is a common person who tries to understand sign language.

6. CUSTOMER

What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.

The user is able to grasp sign language, which takes time to achieve.

5. AVAILABLE SOLUTIONS

Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?

An ordinary individual can predict sign language with moderate effort. An average person can eventually understand sign language.

Explore AS, differentiate

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done (or problems) do you address for

A disabled person's expressions and what they say are hardly ever recognised by non-disabled people.

9. PROBLEM ROOT CAUSE

What is the real reason that

The difficulty comes when someone with special abilities initiates a discussion with a person who is not able to comprehend them because of their expertise.

7.

i.e. directly related: find the right solar panel installer,

An abled individual can't fully understand what a consumer is saying. Query Before Assisting-Treatment of people with impairments on an equal basis is the first step. Don't assume they require help with daily tasks all the time.

Focus on J&P, tap into BE, understand RC

3. TRIGGERS	TR
An inaccessible physical environment, negative attitudes about disability, and a lack of suitable assistive technology (assistive, adaptive, and rehabilitative gadgets)	
4. EMOTIONS: BEFORE / AFTER	EM
Staying real and speaking to someone with a handicap in the same manner you would anyone else is important. Be courteous in both your questions and actions. Also, don't ask questions that you wouldn't ask of someone who isn't impaired. Not every person with a disability wants to discuss their specific abilities or limitations. Disabilities impact the entire family.	

10. YOUR SOLUTION	SL
If you're working for an established company, sketch out your present solution first, then fill in the blanks and see how well it corresponds to reality. If you are developing a new business proposal, leave the canvas blank until you have filled it in and developed a solution that satisfies the needs of the target market, addresses a problem, and is consistent with target market	

8. CHANNELS of BEHAVIOUR	CH
8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7	
8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.	
Some helpful guidelines are provided under the Americans with Disabilities Act, such as treating everyone with respect and refraining from patronising them. After assisting, pay close attention to the responses. Observe the instructions given, or if your offer of assistance is turned down, respect the choice and don't make it again.	