Define CS, fit into CC

Explore AS, differentiate

1. CUSTOMER SEGMENT(S)　C

Who is your customer?

Customer segmentation is the process of grouping customers together based on common characteristics. These customer groups are beneficial

Product demanders and industries.
i.e. working parents of 26 years above

6. CUSTOMER CONSTRAINTS　C

What constraints prevent your customers from taking action or limit their choices
of solutions?
Consumers favored different products and services than usual tried news brands or retailers and engaged in the shopping process with new constraints.

5. AVAILABLE SOLUTIONS　A

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? i.e. pen and paper

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

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2. JOBS-TO-BE-DONE / PROBLEMS　J&P

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

More difficulties to search the high demand products for sales on other hand time and product waste management ill occur. Right product cannot reach the right person.

9. PROBLEM ROOT CAUSE　▬

What is the real reason that this problem exists? What is the back

Not finding the correct items in the locations.
No designated location for half picked orders.

7. BEHAVIOUR　BE

What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate

Server problem..
Product safety movement.
Damaged product recover.

3. TRIGGERS　TR

A trigger is set into the system, **telling the system what the minimum amount of inventory a certain item can have before reorder**. When the inventory number gets to that set number, the database automatically re-orders that product. Instead of having to do it by hand, the computer saves a bunch of time and frustration.

10. YOUR SOLUTION　SL

The solution is to predict the department wide sales for each sales for each store for the following year. This should then help to optimize the manufacturing process and therefore to increase income while lowering costs. It should be possible to feed in past sales data from a department and to get the predicted sales for the following year. It over come the time and product management.

8. CHANNELS of BEHAVIOUR　CH

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from
100% online business
Notification of demanded products
Distribution of prediction data.

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

Any query we visit the customer face to face.

Identify strong TR & FM

4. EMOTIONS: BEFORE / AFTER EM		
How do customers feel when they face a problem or a job and afterwards?		
Before		
Uncleared satisfaction		
after		
Full satisfaction		
Time management		