

Define CS, fit into	1. CUSTOMER SEGMENT(S) CS <ul style="list-style-type: none"> Sales executives Managers Representatives Common people 	6. CUSTOMER CC <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 conclude it (founded thing) and give up. 	5. AVAILABLE SOLUTIONS AS <ul style="list-style-type: none"> By analyzing the data using excel analysis. By gathering the information from the past experience and learning etc... 	Explore AS,
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <ul style="list-style-type: none"> Analyzing the data and providing the visualization as user understandable. Giving the necessary information for particular thing which needs for customer 	9. PROBLEM ROOT CAUSE RC <ul style="list-style-type: none"> Lack of study in the relationship between attributes. Unaware of the analysis. Limited analytical thinking. 	7. BEHAVIOUR BE <p>When the user Don't have the knowledge about data analysis this kind of situation occurs.</p>	
Identify strong TR & EM	3. TRIGGERS TR <ul style="list-style-type: none"> Seeking for self-gratification by data analysis To help peoples to get extra knowledge about thedata analytics. 	10. YOUR SOLUTION SL <p>8. This system is built by using the Data analysis with the help of cloud computing .By using this system, we can understand about sales leaders an overview of team and individual rep performance, including quota attainment, pipe coverage, closed won business, average sales cycle time, and sales activities</p>	CHANNELS of BEHAVIOUR CH <p>8.1 ONLINE</p> <ul style="list-style-type: none"> Online websites Social media platforms <p>8.2 OFFLINE</p> <ul style="list-style-type: none"> Customer throw words 	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER EM <ul style="list-style-type: none"> Before: unease about something with an uncertain outcome (showing worry) After: pleasure of blessedness and brightness in face. 			