

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><div><ul style="list-style-type: none">Customer, delivery agent, DHL Manager.</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><div>The world's transportation network have proved extremely adaptable in previous crises, with carriers moving assets, altering routes.</div></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><div>Boost your international sales with DHL's market-leading e-commerce shipping solutions. Our supply chain solution improve efficiency.</div></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div><div><ul style="list-style-type: none">DHL Provides job offer in a variety of function – Operations,Corporate ,sales and Support.Customer Challenge.improve resources management and service quality.</div></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><div><ul style="list-style-type: none">Turning supply chain disruption into opportunity.Digital technology on roads.Improving experiences, efficiency and resilience.A sustainable supply chain is a successful supply chain</div></div>	<div>7. BEHAVIOUR<div>BE</div><div><ul style="list-style-type: none">The behavior of the consumers towards DHL is very much positive.DHL has filled a very important space in its market through its express delivery services.All the customers of DHL have complete trust in the service quality of the company and this is the company is leading in the industry.</div></div>	
Focus on J&P, fit into BE, understand RC	<div>3. TRIGGERS<div>TR</div><div>Customers , offers for DHL products ,Attractive products, discounts.</div></div>	<div>10. YOUR SOLUTION<div>SL</div><div>DHL logistics provides a variety of logistics solutions including transport ,warehousing ,Management consulting ,E-commerce, integrated solutions .DHL logistics is used to shift the products from one country to another country.</div></div>		Focus on J&P, fit into BE, understand RC
	<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div><div>Before : The customers feel stress when they face a problem or a job and the customers feels Depressed that how to solve that problem or a job. After : The customer feels very happy and peace after solving the problem EM</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div><div>ONLINE For checking the message that the courier has reached or not and visualizing the DHL logistics facilities analysis. OFFLINE Delivering the courier in offline mode.</div></div>		
Identify strong TR & EM	Identify strong TR & EM			