Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

customer segmentation is when retailers arrange their broad customer base into smaller subgroups – often with the help of a next-generation POS system.

6. CUSTOMER CONSTRAINTS `CC`

Common types of resource constraints include limits on raw materials, machine capacity, workforce capacity, inventory investment, storage space, or the total number of order placed.

5. AVAILABLE SOLUTIONS `AS`

Merchandise assortments and the stores that receive these merchandise assortments, can be optimized to improve overall retail inventory management.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`

Prioritize your inventory. ...
Track all product information. ...
Audit your inventory. ...
Analyze supplier performance. ...

9. PROBLEM ROOT CAUSE `RC`

Unclear Communication. Even in straightforward business processes, miscommunication can cause irreversible damage to efficiency. ...
Inadequate Access. ...
Inefficient Warehouse Management. ...
Overselling. ...
Spoiled Goods. ...
The Solution.

7. BEHAVIOUR `BE`

The retailer keeps a track of the stocked goods and makes sure there is surplus inventory to avoid being "out of stock". Such a process is called as inventory management.

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

Identify strong TR & EM

3. TRIGGERS `TR`

Internal transfer, Purchasing, Cycle count, Pick list

4. EMOTIONS: BEFORE / AFTER `EM`

The objectives of inventory management are to provide the desired level of customer service, to allow cost-efficient operations, and to minimize the inventory investment.

10. YOUR SOLUTION `SL`

Inventory management software solutions have features that seek to improve the overall productivity of your business. To achieve maximum customer satisfaction, retail stores and small organizations must apply the most up-to-date technology to assist in daily tasks while also optimizing for the important ones.

8. CHANNELS of BEHAVIOUR `CH`

8.1 online

intrenational channels...

the process by which businesses account for and track orders from various sales sources on inventory that is stored at multiple locations, such as marketplaces, ecommerce, retail, and wholesale

Identify strong TR & EM