Focus on J&P, tap into BE, understand (left side)

Focus on J&P, tap into BE, understand (right side)

Identify strong TR & EM (left side)

Extract online & offline CH of BE (right side)

1.CUSTOMER SEGMENT(S) — CS

- Business people
- Public (citizens)
- Working parents
- Racers

6.CUSTOMER CONSTRAINT — CC

- **Anxiety-**customer beganto get anxious when theystill no idea about what they have found.
- **Mysteries-**they might Called it mysteries which they can't able to

5. AVAILABLE SOLUTIONS — AS

- By searching in online websites.
- By gathering the information from the peoples and come to understanding.

2. JOBS-TO-BE-DONE / PROBLEMS — J&P

- Giving the necessary information for particular thing which needs for customer
- Solving customer doubts

9. PROBLEM ROOT CAUSE — RC

- Lack of study in the sequence of things
- Unaware of the object
- New to environment

7. BEHAVIOUR — BE

When the user doesn't have the knowledge about particular thing this kind of situation occurs.

3. TRIGGERS — TR

- Seeking for self-gratification by identity the thing
- To help peoples to get extra knowledge about the thing

10. YOUR SOLUTION — SL

This system is built by using Machine learning and regression model. By using this system, we can predict the resale value of the car at any time, anywhere.

8. CHANNELS of BEHAVIOUR — CH

ONLINE

- Online websites
- Social media platforms

OFFLINE

- Customer throw words

4. EMOTIONS: BEFORE / AFTER — EM

- **Before:** unease about something with an uncertain outcome (showing worry)
- **After:** pleasure of blessedness and brightness in face.