


PROJECT DESIGN PHASE - II

CUSTOMER JOURNEY MAP

Template



Customer experience journey map

Use this framework to better understand customer needs, motivations, and obstacles by illustrating a key scenario or process from start to finish. When possible, use this map to document and summarize interviews and observations with real people rather than relying on your hunches or assumptions.

Created by participants with

Product School

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Read some inspiration?

See a limited version of this template as a poster you can print.

Open examples

Document an existing experience

Narrow your focus to a specific scenario or process within an existing product or service. In the **Steps** row, document the step-by-step process someone typically experiences, then add detail to each of the other rows.

Scenario

Branding, banking, interacting, and riding a local city bus

	Entice	Enter	Engage	Exit	Extend
1. Steps What does the person (or group) typically experience?	<p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p>	<p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p>	<p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p>	<p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p>	<p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p> <p>People can't find the bus stop easily.</p>
Interactions What interactions do they have at each step along the way? • People: Who do they see or talk to? • Places: Where are they? • Things: What digital touchpoints or physical objects would they use?	<p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p>	<p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p>	<p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p>	<p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p>	<p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p> <p>They can't find the bus stop easily.</p>
Goals & motivations At each step, what is a person's primary goal or motivation? ("Help me..." or "Help me avoid...")	<p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p>	<p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p>	<p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p>	<p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p>	<p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p> <p>The person's goal is to get to work on time.</p>
Positive moments What steps does a typical person find enjoyable, productive, fun, motivating, engaging, or exciting?	<p>Simple to find and use the technology.</p> <p>Clear, friendly and helpful instructions.</p>	<p>One-time investment which reduces the cost of the bus.</p> <p>The bus is fast and reliable.</p>	<p>Reduce global warming by using public transport.</p> <p>Save time and money by using public transport.</p>	<p>Happy and satisfied customers as well as drivers.</p> <p>Simple, the drivers, customers, public, police.</p>	<p>Share better visibility of the signs.</p>
Negative moments What steps does a typical person find frustrating, confusing, annoying, costly, or time-consuming?	<p>May be not well received from the general public or showing less interest.</p> <p>There are chances for individuals to misuse the opportunity.</p>	<p>Individuals may suggest this advertisement is not useful.</p> <p>This may have low efficiency and high cost.</p>	<p>It may have low efficiency and high cost.</p> <p>In some cases it happens to malfunction.</p>	<p>May be the investment cost is high to manage by common individuals.</p> <p>It can have network issues.</p>	<p>Can be influenced by network and technical issues at times.</p> <p>The investment cost is high to manage by common individuals.</p>
Areas of opportunity How might we make each step better? What ideas do we have? What have others suggested?	<p>To urge recognised by the traffic control and street safety division.</p> <p>To pick up help from government and to present new plans for it.</p>	<p>Can be achieved with naturally recognizing the speed and safety meaning.</p> <p>Can recommend them with natural course or use of advertisement.</p>	<p>To create a website linked within the transportation of web.</p> <p>Attempt to have most extreme effectiveness for better results.</p>	<p>To create it available to anyone and everyone.</p> <p>To have anyone and everyone get it.</p>	<p>To create it available to anyone and everyone.</p> <p>To have anyone and everyone get it.</p>

1. Create a customer journey map

2. Document an existing experience

3. Create a customer journey map

4. Document an existing experience

5. Create a customer journey map