

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div><ul style="list-style-type: none">VendorsAdvertisersMarketing Department</div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div><ul style="list-style-type: none">Inaccuracy in terms of forecasting.Changing needs can be complex to update.Hesitation to change methodologies from the inferences.</div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div><ul style="list-style-type: none">Region-wise Analysis of Sales data.Profits and Sales relationship on a sub-category basis.Insights as to where the sales succeed and for which category the reception is high.</div></div>	Explore AS, Differentiate
	<div><div>2. JOBS-TO-BE-DONE/PROBLEMS<div>J&P</div></div><div><ul style="list-style-type: none">Lack of understanding about the Dataset.Preparing and cleaning the dataset.Identifying the trends.</div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div><ul style="list-style-type: none">Changing needs of people (needs an be based on the festival period, regional requirements etc.)Evolving styles and trends of products.</div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div><ul style="list-style-type: none">Promotion of irrelevant product in an irrelevant region.Under/Over forecasting the sales-profit ratio in a particular country/region.</div></div>	
	<div><div>3. TRIGGERS<div>TR</div></div><div><ul style="list-style-type: none">Mistaken forecast leading to a loss in that area.Online sales profit over offline sales profit.</div></div> <div><div>4. EMOTIONS: BEFORE/AFTER<div>EM</div></div><div><ul style="list-style-type: none">Fear of having less knowledge about the people's need.Confidence if the expected profit is met in the anticipated region.</div></div>	<div><div>10. YOUR SOLUTION<div>SL</div></div><div><ul style="list-style-type: none">Visualizing the people's need in the region wise, season wise etc. and forecasting the sales of product which provide good profit.People's need is appropriately analyzed with their previous shopping.Usage of a dataset that handles all possible provision of insights.</div></div>	<div><div>8. CHANNELS OF BEHAVIOUR<div>CH</div></div><div><div>8.1 ONLINE</div><div>Online sales can be less challenging as the sales is global and the only challenge would be to deliver quality products within a stipulated time frame.</div><div>8.2 OFFLINE</div><div>Challenges in making a successful sale in that particular region.</div></div></div>	