

PROBLEM SOLUTION FIT
REPOSITORY ID: IBM-Project-37380-1660306542

PROJECT TITLE: CAR RESALE VALUE PREDICTION

TEAM ID: PNT2022TMID39916

Define CS, fit into CL	<div>CS</div> <div>1. Customers Segment: Two Types: 1.The person who wants to sell the car 2.The person who wants to buy an used car</div>	<div>CC</div> <div>6. Customer Constraints: <div><div><div>1. Whether the information is legit?</div><div>2. Can we trust this website?</div><div>3. Will I get any marketing calls after using this website?</div><div>4. How is the security of this website regarding user information?</div></div></div></div>	<div>AS</div> <div>5. Available solution: The Solution for the problem is to hire an expert and obtain value of the car Pros: <div><div>1. The accuracy is maintained</div><div>2. Expert solution can be trusted</div></div> Cons: <div><div>1. Result can be biased</div><div>2. Additional fee incurred for hiring expert</div></div></div>	Explore AS, differentiate
	<div>PR</div> <div>2. PROBLEMS/JOBS-TO -BE-DONE: <div><div>1. To provide an user friendly interface</div><div>2. Provide the value of car with the decision to Buy/Sell</div><div>3. Generate the report about the car,Preferably in PDF format.</div></div></div>	<div>RC</div> <div>9. Problem Root Cause: In most nations,vehicles are leased for a set amount of time,after which the customer has the choice of purchasing the vehicle.To meet customer demand,the mojarity of vehicle rental businesses purchase used vehicles in large quantity.The cost of hiring an expert to appraise each vehicle is very high and not feasible.</div>	<div>BE</div> <div>7. Behaviour: User needs to sign into the website and provide all the necessary information required Then the user will receive a “Price” for the automobile,a report of the vehicle and instructions on whether or not to buy or sell the vehicle.</div>	Focus on PR, tap into BE, understand RC

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Identify strong TR & EM	3. Triggers: When the customer learns that we even produce report about the car and make a conclusion about whether to Buy/Sell the car, That's the key trigger that drives the customer to hire an expert who turns out to be prejudiced	10. Your Solutions: Our Approach is to create a user friendly web application that allows customers to enter all the required information about the vehicle. Obtain its value,Generate reports about the vehicle and even make the decision regarding whether to Buy/Sell the vehicle.	8. Channels of behaviour: Online: The customer will need to enter the details and get the value, report and can even take the decision made by us using the data User get all the relevant information at one place and thus less time consuming. Offline: Finally the user must make the decision and negotiate if possible to Buy/Sell the car in person.
	4. Emotions: BEFORE: The customer will be confused and can make the wrong decision. AFTER: The customer's state of mind will be clear and they will be benefited		

Extract online & offline CH of BE