Define CS, fit into CC

1. CUSTOMER SEGMENT(S) — CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

Business people
Common people
Working parents
Racers

6. CUSTOMER CONSTRAINTS — CC

What constraints prevent your customers from taking action or limit their choices
of solutions? i.e. spending power, budget, no cash, network connection, available devices.

Anxiety-customer began to get anxious when they still no idea about what they have found.

5. AVAILABLE SOLUTIONS — AS

Which solutions are available to the customers when they face the problem

or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

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

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS — J&P

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

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

9. PROBLEM ROOT CAUSE — RC

What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.

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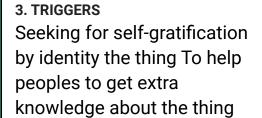 Unaware of the object
- New to environment

7. BEHAVIOUR — BE

What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

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

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

3. TRIGGERS `TR`

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

4. EMOTIONS: BEFORE / AFTER `EM`

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

10. YOUR SOLUTION `SL`

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

8. CHANNELS of BEHAVIOUR `CH`

8.1   ONLINE
Online websites
 Social media platforms

8.2   OFFLINE
 Customer throw words