**CAR RESALE VALUE PREDICTION PROBLEM SOLUTION FIT TEAM ID-PNT2022TMID29213**

1.CUSTOMER SEGMENT(S) **CS**

6.CUSTOMER CONSTRAINT **CC**

**5. AVAILABLE SOLUTIONS AS**

* Business people
* Public (citizens)
* Working parents
* Racers
* **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
* By searching in online websites.
* By gathering the information from the peoples and come to understanding.

**2. JOBS-TO-BE-DONE / PROBLEMS J&P**

**Identify strong TR & EM ocus on J&P, tap into BE, understand**

1. **PROBLEM ROOT CAUSE**
   1. **BEHAVIOUR BE**

* Giving the necessary information for particular thing which needs for customer
* Solving customer doubts
* Lack of study in the sequence of things
* Unaware of the object
* New to environment

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

**3. TRIGGERS TR 10. YOUR SOLUTION SL**

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* 1. **CHANNELS of BEHAVIOUR CH**

**ONLINE**

* + - Seeking for self-gratification by identity the thing



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

**Extract online & ofﬂine CH of BE**

~~ To help peoples to get extra knowledge~~  about thething

* Online websites
* Social media platforms

**OFFLINE**

**4. EMOTIONS: BEFORE / AFTER EM**

* Customer throw words
* **Before:** unease about something with anuncertain outcome (showing worry)
* **After:** pleasure of blessedness and brightness in face.