

Define CS, fit into CC

1.CUSTOMERSEGMENT(S) CS

All Category people (Business people , Students , Self Employed people).

6. CUSTOMER CC

Network connection issue, must have Android mobile or PC.

5. AVAILABLE SOLUTIONS AS

Can get price prediction of houses and Apartments based on customer requirements.

Explore AS, differentiate

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

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

We have to create a real time house price predictor app based on given features.

9. PROBLEM ROOT CAUSE RC

Planning to buy a new house or apartment..

7. BEHAVIOUR BE

They get the idea for their house or apartment purchase. So that they can take further steps for purchasing.

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

Identify strong TR & EM

3. TRIGGERS TR

When the customer planning buy a individual house or apartment(Rental/Own house) .

4. EMOTIONS: BEFORE / AFTER EM

Before: Customer will be in dilemma of predicting the price based on area, infrastructure.
After: Gets some clarity and satisfaction on his house search.

10. YOUR SOLUTION SL

Will give price predictions based on area, infrastructure, etc.

8. CHANNELS of BEHAVIOUR CH

Online
Customer has to enter the features for house and get the house price predictions based on these features(infrastructure, area, etc).

Extract online & offline CH of BE