## TEAM\_ID:PNT2022TMID12111

## Document an existing experience

Areas of opportunity

How might we make each step
better? What ideas do we have?
What have others suggested?

Narrow your focus to a specific scenario or process within an existing product or service. In the **Steps** row, document the step-by-step process someone typically experiences, then add detail to each of the other rows.

TIP

As you add steps to the experience, move each these "Five Es" the left or right depending on the scenario you are documenting.

## Customer experience journey map

Use this framework to better understand customer needs, motivations, and obstacles by illustrating a key scenario or process from start to finish. When possible, use this map to document and summarize interviews and observations with real people rather than relying on your hunches or assumptions.

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## SCENARIO Browsing, booking, **Entice** Enter Engage Exit **Extend** attending, and rating a stone fit whate of How does someone What do people What happens after the What do people In the core moments the prediction for initially become aware typically experience experience is over? of this process? begin the process? happens? as the process finishes? Steps What does the person (or group) typically experience? Interactions What interactions do they have at each step along the way? People: Who do they see or talk to? Places: Where are they? Things: What digital touchpoints or physical objects would they use? Goals & motivations At each step, what is a person's primary goal or motivation? ("Help me..." or "Help me avoid...") Positive moments The scores are giving accurate prediction of the colleges What steps does a typical person find enjoyable, productive, fun, motivating, delightful, or exciting? Negative moments Abroad college prediction scores are not allotted What steps does a typical person find frustrating, confusing, angering,