**Project Title: Global Sales Data Analytics Project Design Phase-I** - **Solution Fit Template Team ID:** PNT2022TMID33054

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

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

To track the sales order and delivery, create sales dashboards and analyze the product and profit/loss app.

**AS**

**5. AVAILABLE SOLUTIONS**

The most important factor is quality. inexpensive status Traditional media have a hard time reaching the population

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

The online shopper ,the person who enjoys shopping frequently is one of our customers.

**Explore AS, differentiate**

**Define CS, fit into CC**

**BE**

**7. BEHAVIOUR**

technique to boost product sales

to give deals and gift cards

**RC**

**9. PROBLEM ROOT CAUSE**

Since there is so much competition in the worldwide sales market, it is impossible to collect and analyze information on product purchase specifics because of the pandemic.

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

We can find the most popular products by building different dashboards.

We are able to locate product-related enquiries using the dashboards.

Finding the key performance indicator that increases revenue is possible.

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**Identify strong TR & EM**

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| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | **3. TRIGGERS TR**  determining the profit and loss.  To continue to sell in the worldwide market. | **10. YOUR SOLUTION**  **generating interactive dashboards and improving visibility.**  **keeping track of consumer feedback.**  **follow consumer trends.** | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   online advertising on sites like YouTube, Facebook, and Twitter   * 1. **OFFLINE**   Use the channel you extract from the behavior block for customer development. |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  Frustrating,doubtful,joyous,Trustful.  peacefull |