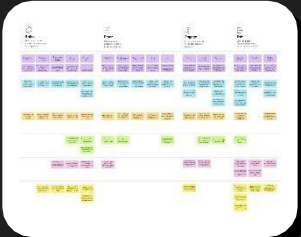




SCENARIO	Entice	Enter	Engage	Exit	Extend
<p>Buying new fashion clothes.</p>	<p>How does someone initially become aware of this process?</p>	<p>What do people experience as they begin the process?</p>	<p>In the core moments in the process, what happens?</p>	<p>What do people typically experience as the process finishes?</p>	<p>What happens after the experience is over?</p>
<p>Steps</p> <p>What does the person (or group) typically experience?</p>	<p>Go into shop</p> <p>Searching for new clothes</p> <p>Watch review videos</p> <p>Most of the customers found clothes in big shops</p> <p>People need to stay with current fashion</p> <p>People watch fashion related videos</p>	<p>Start purchase for fashions</p> <p>Confirm payment for dress</p> <p>Email reminder</p> <p>After deciding to buy clothes, they click the purchase button</p> <p>They find out their contact and create card information, then continue</p> <p>One day before the dress receive a reminder email is sent to user</p>	<p>Order is arriving</p> <p>Receiving product</p> <p>Make a Trial on new clothes</p> <p>Customers get email a day before arriving</p> <p>On the day customer receiving the product</p> <p>wear the new clothes for size checking</p>	<p>Writing a submitting review</p> <p>Take a pic with new clothes</p> <p>The user writes a review and gives the dress a star rating out of 5</p> <p>Share the photos with friends and relatives</p>	<p>Dress appears in the user profile</p> <p>Recommendations span extra video in Android app</p>
<p>Interactions</p> <p>What interactions do they have at each step along the way?</p> <ul style="list-style-type: none">■ People: Who do they see or talk to?■ Places: Where are they?■ Things: What digital touchpoints or physical objects would they use?	<p>Ask about others for big shops</p> <p>Check on websites and offline shops and stores</p> <p>Watch from models dress collections</p>	<p>Section of the website, or Android app</p> <p>Customer card information, the website or Android app</p> <p>Payment method with the website or Android app</p>	<p>Think about product quality</p> <p>Check its correct size</p>	<p>Look beautiful in new clothes</p> <p>Feel motivated</p>	<p>Recommendations span across websites, or mobile device</p>
<p>Goals & motivations</p> <p>At each step, what is a person's primary goal or motivation? ("Help me..." or "Help me avoid...")</p>	<p>Help me see what they have to offer</p> <p>Help me to get more discounts</p> <p>Help me to get more new clothes</p>	<p>Help me connect to buy this clothes</p> <p>How can you connect with others who are interested in this product?</p> <p>They are looking for a new dress, and I want to see what they are wearing</p>	<p>Help me for delivery</p> <p>Help me for new fashion</p>	<p>Help me with good feedback and my awkwardness</p>	<p>Help me see what is recommended by new Look</p>
<p>Positive moments</p> <p>What steps does a typical person find enjoyable, productive, fun, motivating, delightful, or exciting?</p>	<p>Get clothes with more attractive</p> <p>Look younger</p>	<p>Current payment flow is very barebones and simple</p> <p>We're happy that we have a simple flow, but we need to make it more essential</p>	<p>People love the clothes that we have a high satisfaction rating</p>	<p>People generally get off with new clothes and new clothes</p>	<p>We think people like that recommendations because they have a personally high engagement rate</p>
<p>Negative moments</p> <p>What steps does a typical person find frustrating, confusing, angering, costly, or time-consuming?</p>	<p>Doesn't found fit size clothes</p>	<p>Tension about the purchase (I hope this will fit with it)</p>	<p>Sometimes receive wrong clothes</p>	<p>Customers report feeling review fatigue</p>	
<p>Areas of opportunity</p> <p>How might we make each step better? What ideas do we have? What have others suggested?</p>	<p>Make it easier to compare and shop for experience without having to click on them</p> <p>More collection at one price</p>	<p>ADD Cash on delivery</p>	<p>How might we make our Collection for all sizes</p>	<p>How might we make our Collection for all sizes</p>	



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