

Problem solution fit

Define CS, fit into		Focus on J&P, tap into BE, understand		Focus on J&P, tap into BE, understand		Extract online & offline CH of BE	
1. CUSTOMER SEGMENT(S) Who is your customer?	CS	Retail Shop Owner	2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers?There could be more than one; explore different sides.	J&P	*PRICE INCREASE *DAILY IMPORT PRODUCT *EXPIRE DATE FOR PRODUCTS *NEED MORE WORKERS	3. TRIGGERS What triggers customers to act? i.e. seeing their neighbour installingsolar panels, reading about a more efficient solution in the news. *giving some ads, and controlling product waste	TR
5. AVAILABLE SOLUTIONS Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons dothese solutions have? i.e. pen and paper is an alternative to digital notetaking	CC	Spending more money, No Cash Risk factor Exit	9. PROBLEM ROOT CAUSE What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.	RC	*Thinking and managing Stock as digital Format has hard when compare to software *people have kept mindset that increase And decrease cannot be predicted itself	10. YOUR SOLUTION If you are working on an existing business, write down your current solution first,fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill inthe canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.	SL
for having some money in Bank Account And Saving	AS		7. BEHAVIOUR What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)	BE	*Try to ask some help, and overcoming the problem by them self *attending some training so they can improve Sale Technique	8. CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 * Can attract more people from different location * product distribution has much needed	CH
Identify strong TR & EM		Focus on J&P, tap into BE, understand		Focus on J&P, tap into BE, understand		Extract online & offline CH of BE	
4. EMOTIONS: BEFORE / AFTER How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.	EM	Frustration,happiness,Satisfaction				*Gather previous year data and what are all product Saled that year highly , Then implement new Stock	

Problem solution fit

Define CS, fit into		Focus on J&P, tap into BE, understand		Focus on J&P, tap into BE, understand		Extract online & offline CH of BE	
1. CUSTOMER SEGMENT(S) Who is your customer?	CS	Retail Shop Owner	2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers?There could be more than one; explore different sides.	J&P	3. TRIGGERS What triggers customers to act? i.e. seeing their neighbour installingsolar panels, reading about a more efficient solution in the news.	TR	4. EMOTIONS: BEFORE / AFTER How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.
5. AVAILABLE SOLUTIONS Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons dothese solutions have? i.e. pen and paper is an alternative to digital notetaking		6. CUSTOMER Spending more money, No Cash Risk factor Exit	7. BEHAVIOUR What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)	BE	8. CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 * Can attract more people from different location * product distribution has much needed	CH	8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.
for having some money in Bank Account And Saving							
*Try to ask some help, and overcoming the problem by them self							
*attending some training so they can improve Sale Technique							
Need more customer Locally and surrounding will Create some trust and worthy to business							