Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

- Business people
- Common people
- Working parents
- Racers

6. CUSTOMER CONSTRAINTS `CC`

- **Anxiety-**customer began to get anxious when they still no idea aboutwhat they have found.

- **Mysteries-**they might Called it mysteries which they can't able to

5. AVAILABLE SOLUTIONS `AS`

- By searching in online websites.
- By gathering the information fromthe peoples and come to

Explore AS, differentiate

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

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

- Giving the necessary information for particular thing which needs for customer
- Solving customer doubts

9. PROBLEM ROOT CAUSE `RC`

- Lack of study in the sequence of things
- Unaware of the object
- New to environment

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7. BEHAVIOUR `BE`

When the user Don't have the knowledge about particular thing this kind of situation occurs.

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

3. TRIGGERS `TR`

- Seeking for self-gratification by identity the thing
  - To help peoples to get extra knowledge about the thing

4. EMOTIONS: BEFORE / AFTER `EM`

- **Before:** unease about something with an uncertain outcome (showing worry)
- **After:** pleasure of blessedness and brightness in face.

10.YOUR SOLUTION `SL`

- This system is built by using Machine learning and regression model. By using this system, we can predict the resale value of the car at any time any where.

8. CHANNELS of BEHAVIOUR `CH`

ONLINE

  - Online websites
  - Social media platforms

OFFLINE

  - Customer throw words .