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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Document an existing experience 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.

Entice Enter Exit Extend Engage Browsing, booking, How does someone What do people What happens after the What do people In the core moments attending, and rating a initially become aware in the process, what typically experience experience is over? experience as they local city tour of this process? as the process finishes? begin the process? Wants to Steps Through Web Checking Discus with Excitement Realize the Learn more Through Understand Apply engage and Review Uses of it Suggestions What does the person (or group) Social Media friends search Application features features related Social Media discuss typically experience? Randomly while surfing user will come across or User will try to User will realize User will With curiosity With curiosity user User will engage Now user will the feature and Social Media the features and user will search on will go through the applications try comment it and and learn uses it regularly social media give suggestion Interactions Places What interactions do they have at Places People Places Places Things Things Things Things People Places Things each step along the way? People: Who do they see or talk to? Places: Where are they? Sees link or Social media With an At amazing Changing the At the Sees the text The End Mobiles, Tabs. Mobiles, Tabs. Mobiles, Tabs. Comment At the Mobiles, Tabs, Mobiles, Tabs. Things: What digital touchpoints or post or interactive web App hand signs Processing that Laptops, Laptops, Laptops, Result Page comment Laptops, physical objects would they use? Interface into text converted page Desktop Desktop Desktop Desktop Desktop Goals & motivations User will help his At each step, what is a person's Help me avoid lost Help me to learn Help me to find Help me avoid Help me to surf on Help me to change Help me to use it Help me to suggest Help me to learn or her friend primary goal or motivation? something new useless content your site in path my hand sign into the basic hand efficiently to others more about hand ("Help me..." or "Help me avoid...") text gestures Positive moments What steps does a typical person User gets Wants to pay a Gets an amazing Feels user Trying something Feels astonished Wants visit again Gives good review Feel to suggest to Feels fulfilled find enjoyable, productive, fun, visit with curiosity interface as excitement about about the work and suggestions the friends user interface new (hand sign motivating, delightful, or exciting? some thing new friendly recognitions) flow Negative moments What steps does a typical person Should i believe What if is unreal If then What it cost User will get angry How long it would Where should i User gives Discuss with Gives thought find frustrating, confusing, angering, learn the hand suggestions to about his feeling this when they don't it take friends the prob he costly, or time-consuming? Will it cost recommendation know the basic signs negatives he faced faced towards web app hand sign Areas of opportunity How might we make each step Try to aware of this To provide a Teach them the Reduces the Make the users Gives them a Try to make it Improvise the To get the Make the better? What ideas do we have software in more basic hand signs to feel satisfied hope to believe us feedbacks and try tour option to new in real time time consumption overall process easier What have others suggested? efficient way users performance to improve those