**Problem Solving Solution**

**1. CUSTOMER SEGMENT(S)**

**Deﬁne CS, ﬁt into**

**CS**

**6. CUSTOMER LIMITATIONS CC**

**5. AVAILABLE SOLUTIONS**

Retailers generally keep track of their merchandise from the time it is bought until it is sold.

Openness to availability Network Restrictions

Changing the cost of commodities Delays in delivery

Manually counting and tallying items Mangement of log books in standard way Hiring employees and accountants to maintain stock

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

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

**9. PROBLEM ROOT / CAUSE RC**

**7. BEHAVIOUR BE**

Avoid overstocking

To notify the retailers about the items which are out of stock

Poor demand forecasting

Manual work consumes time and it is error prone

Not much organised

Enquire the retailers in the neighbourhood Get reference from customers who visit their shop

**3. TRIGGERS TO ACT TR**

Need separate knowledge for maintenance Maintaining large number of records by single individual

**Identify strong TR & EM**

**10. YOUR SOLUTION SL**

1. **CHANNELS of BEHAVIOUR CH** 
   1. **ONLINE**

Immediate accessibility irrespective of place and time

**4. EMOTIONS: BEFORE / AFTER EM**

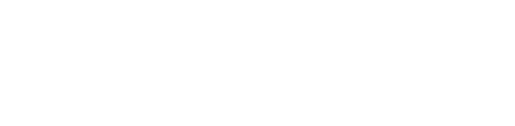
.Before: Frustated, worried,lack of knowledge about stocks

After: Happy,profitable,flexible working

* 1. **OFFLINE**

Development of an cloud application that “Tracks real-time inventory such as purchase details, sales information and stock management” and “alters the user on less availability of stocks”

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**Extract online & ofﬂine CH of BE**

**Explore AS,**

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

SMS notifications for inventory