

Focus on J&P, tap into BE, understand RC	<div data-bbox="190 84 589 108" data-label="Section-Header"><h2>2. JOBS-TO-BE-DONE / PROBLEMS</h2></div> <div data-bbox="190 119 642 178" data-label="Text"><p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p></div> <div data-bbox="168 215 813 335" data-label="Text"><p><b>They lose their valuable data's like credit Card data, Internet banking or any valuable User name and password. And they lose Their bank balance.</b></p></div>	<div data-bbox="862 84 1169 108" data-label="Section-Header"><h2>9. PROBLEM ROOT CAUSE</h2></div> <div data-bbox="862 119 1270 212" data-label="Text"><p>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.</p></div> <div data-bbox="683 215 1146 274" data-label="Text"><p><b>Due to Carelessness of people is the main root cause.</b></p></div>	<div data-bbox="1529 84 1697 108" data-label="Section-Header"><h2>7. BEHAVIOUR</h2></div> <div data-bbox="1529 113 2094 204" data-label="Text"><p>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)</p></div> <div data-bbox="1176 215 1814 368" data-label="Text"><p><b>Check the URL's start with "https" and end to end encryption. If url not started with http and end to end encryption then decide he his trapped</b></p></div>	Focus on J&P, tap into BE, understand RC
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