

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>Who is your customer? i.e. Businessman, Entrepreneur, Normal people, and whoever read the news daily all of them are our customer.</div><div>CS</div></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. Subscription fee, There is no apps for their needs in online platform.</div><div>CC</div></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>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 do these solutions have? i.e. They need a proper app for reading news in efficient manner. Past tried apps has lot of irrelevant ads and news its leads to waste of time of customer.</div><div>AS</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides. We need to give the crisp and important news to the customer and help them to read the important news without waste of time rather than reading unwanted news</div><div>J&P</div></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>What is the real reason that this problem exists? What is the back</div><div>RC</div></div>	<div><div>7. BEHAVIOUR</div><div>What does your customer do to address the problem and get the job done? i.e. They report about the unwanted ads, news and notifications and finally we try to fulfill their needs.</div><div>BE</div></div>	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC
	<div><div>3. TRIGGERS</div><div>TR</div><div>What triggers customers to act? i.e. Neighbour or colleague have lot of knowledge about recent important news and current technology it will trigger the user also want to know the essential news with quick peak.</div></div> <div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><div>How do customers feel when they face a problem or a job and afterwards? i.e. They thought that they don't have knowledge about the recent trends and current affair of the country and what's going around the world.</div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><div>Because in their busy schedule they are not ready to waste their time on reading this type of above news.so we gonna create the news application that will shows the important and relevant news to the user with user friendly interface and they are getting quick peak of the day.</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>CH</div><div>8.1 ONLINE What kind of actions do customers take online? They should report about the unwanted ads, news and notifications</div><div>8.2 OFFLINE What kind of actions do customers take offline? Avoid reading news in the newspaper</div></div>	
Identify strong TR & EM				Identify strong TR & EM