

Define CS ,fit into CC	<p><b>1 . CUSTOMER SEGMENTS (S)</b></p> <p>Who is your customer? i.e. working parents to 0-5 y.o kids</p> <p><b>1. Gym Trainer</b> <b>2. Sportsmen</b> <b>3. Fitness Trackers</b></p>	<p><b>4. EMOTIONS : BEFORE/AFTER</b></p> <p>How do customers feel when they face a problem or a job and afterwards ?i.e. lost, insecure &gt; confident</p> <p><b>Before: Fear, Hopeless</b> <b>After: Hopeful, Confident</b></p>	<p><b>8.AVALIABLE SOLUTIONS</b></p> <p>Which solutions are available to the customers when they face the problem or need to get the job done?</p> <p>What have they tried in the past?</p> <p><b>Using nutritional tools to predict the intake of food in order to preserve health and stability</b></p>	Define CS ,fit into CC
Focus on J&P, tap into BE, analyse	<p><b>2. JOBS - TO- BE – DONE/PROBLEMS</b></p> <p>Which jobs to be done (or problems) do you address for your customers? There could be more than one; explore different sides</p> <p><b>1.Irrelevant details</b> <b>2. Wrong calculation of nutrition from given details</b></p>	<p><b>6. CUSTOMER CONSTRAINTS</b></p> <p>What constraints prevent your customers from taking action Or limit their solutions? i.e spending power, budget,no cash, network connection,available devices.</p> <p><b>1. Network Connection</b> <b>2.Deviations from the diet</b> <b>3. Straining of eyes</b></p>	<p><b>7.BEHAVIOUR</b></p> <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.</p> <p><b>1. Try to reach another app</b> <b>2. Consulting doctor</b></p>	Focus on J&P, tap into BE, analyse
Identify strong TR & EM	<p><b>3. TRIGGERS</b></p> <p>What triggers customers to act? i.e seeing their neighbours installing solar panel,reading about a more efficient solution in the news.</p> <p><b>Learn about the app through Friends , advertisements, or social media</b></p>	<p><b>7. PROBLEM ROOT CAUSE</b></p> <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> <p><b>1. Work pressure</b> <b>2.They can't control their food habit angry</b> <b>3. Tiredness</b></p>	<p><b>8. CHANNELS OF BEHAVIOR</b></p> <p>8.1 Online What kind of actions do customers take offline? 8.2 Offline What kind of actions do customer take offline?</p> <p><b>8.1 .Google advertisement though social media</b> <b>8.2 .Ask friends or other previous users recommendation</b></p>	Identify strong TR & EM