

Define CB, fit into CC	1. CUSTOMER SEGMENT(S) <small>CS</small> <small>Who is your customer? i.e. existing owners of a retail shop</small> 1.It always lead to short term forecasting of the inventory. 2.It leads to overstocking and affects capital, operational costs. 3.By managing inventory, retailers meet customer demand without running out of stock or carrying excess supply. 4.Inventory management is vital for retailers because they increase profits.	6. CUSTOMER CONSTRAINTS <small>CC</small> <small>What constraints prevent your customers from taking action to solve their problem or enhance? i.e. spending power, budget, network, network connection, available features</small> 1.The analytical projects help in analyzing or managing inventory. 2.Once it is analyzed and the data sets are provided it will perform its work to the fullest. 3.Retailers will feel more comfortable in forecasting inventory without relying on others.	5. AVAILABLE SOLUTIONS <small>AS</small> <small>Which solutions are available to the company when they face the problem or need to get things done? What have they tried in the past? What price is paid for these solutions? i.e. join and login to an platform to digital marketing</small> 1.Even though there are more various ways and methods to manage the inventory system, this analysis is more useful. 2.Because the analysis is done on various categories.	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS <small>JAP</small> <small>What jobs-to-be-done (or problems) do you address for your customers? There could be more than one, require different skills</small> 1.The analytics provides datasets which consist of the details about how much stock is available? 2.Whether it has to be updated is it overstocking? etc. 3.Once the data sets are provided it is easy to make a report of the inventory. 4.The short term forecasting of the inventory is made simple.	9. PROBLEM ROOT CAUSE <small>RC</small> <small>What is the real reason that the 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</small> 1.The main root cause of this stock inventory management is to maintain stock and to have a clear view in forecasting the inventory. 2.This analytical project surely reduces the percentage of unawareness of the stocks and it helps in forecasting.	7. BEHAVIOUR <small>BE</small> <small>What does your customer do to address the problem and get the job done? i.e. already existed, find the right online portal, monitor, calculate usage and benefits, indirectly experienced customers spend less time on inventory work i.e. Disengagement</small> 1.It tries to make a record of stocks available. 2.It Helps in managing inventory. It is user friendly.	
Focus on JAP, fit into BE, understand RC				Focus on JAP, fit into BE, understand RC
Define CB, fit into CC	3. TRIGGERS <small>TR</small> <small>What triggers customers to act? i.e. seeing their neighbour installing solar panels, hearing about a more efficient solution in the news</small> 1. All retailers wants to make profits. So, they are triggered to use this type of analysis so they can make better decisions regarding stock inventory system.	10. YOUR SOLUTION <small>SL</small> <small>What kind of solution will Customer actually take? Adjust your solution to fit Customer behaviour, use Triggers, Channels & Emotions for marketing and communication</small> 1.By preparing various types of charts it is easy to analyse the business and we can make better business decisions. 2.The main objective is to manage the inventory system i.e there must not be any excess stock and lack of stock. 3.It can be done very efficiently and effectively.	8.1 ONLINE CHANNELS <small>CH</small> <small>What kind of solution do customers take online? Extract online channels from list of behaviour</small> OFFLINE: In offline mode it is possible to analyze the inventory system to make sure stocks don't remain excess.	Explore AS, differentiate
	4. EMOTIONS: BEFORE / AFTER <small>EM</small> <small>How do customers feel about they face a problem or a job and afterwards? i.e. feel, nervous + confident, or excited - use it to your communication strategy & design</small> BEFORE: The shopkeepers with either too little nor too much stock on hand leads to working of capital costs, operational costs, and a complex operation. AFTER: Based on the inventory management analysis we can manage how much inventory is required and we can calculate the profit & losses...	<small>If you are working in an existing business, write down your current solution first, fit to the company and check how much it fits reality If you are working in a new business proposition, then keep it blank until you fit to the company and come up with a solution that fits your customer behaviour, address a problem and matches customer behaviour</small>	8.2 OFFLINE CHANNELS <small>CH</small> <small>What kind of solution do customers take offline? Extract offline channels from list of behaviour and use them for customer disengagement</small> ONLINE: It can neither be used in online or either in offline too. It is a double mode operating system which is designed to be user friendly..	
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