

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span>CS</span> <ul style="list-style-type: none"> <li>User's who are all want to accessing the sites safely.</li> </ul>	<b>6. CUSTOMER CONSTRAINTS</b> <span>CC</span> <ul style="list-style-type: none"> <li>Have to check everything before enter into the sites.</li> <li>User shouldn't access the third party site.</li> </ul>	<b>5. AVAILABLE SOLUTIONS</b> <span>AS</span> <ul style="list-style-type: none"> <li>Create incident response plans</li> <li>Share threat intelligence</li> <li>Use automation.</li> </ul>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span>J&amp;P</span> <ul style="list-style-type: none"> <li>Checking whether the site is legal or not.</li> <li>And also want to check the accuracy of the site.</li> </ul>	<b>9. PROBLEM ROOT CAUSE</b> <span>RC</span> <ul style="list-style-type: none"> <li>Not having secure internet access.</li> <li>Lack of employee training in web phishing.</li> </ul>	<b>7. BEHAVIOUR</b> <span>BE</span> <ul style="list-style-type: none"> <li>Have to use secure sites to avoid problem.</li> <li>Have to use secure software.</li> </ul>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<b>3. TRIGGER</b> <span>TR</span> <ul style="list-style-type: none"> <li>Exiting ads.</li> <li>Unwanted ads.</li> </ul> <b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span> <ul style="list-style-type: none"> <li>Before: Exited</li> <li>After: Frustrated</li> </ul>	<b>10. YOUR SOLUTION</b> <span>SL</span> <ul style="list-style-type: none"> <li>Be aware of illegal sites.</li> <li>Do not click pop up windows.</li> <li>Do not accept cookies.</li> </ul>	<b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span> <p>Online:</p> <ul style="list-style-type: none"> <li>Have to use secure sites to avoid problems.</li> <li>Have to use secure software.</li> </ul> <p>Offline:</p> <ul style="list-style-type: none"> <li>Threatening.</li> <li>Active attack.</li> </ul>	Identify strong TR & EM

