

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS An internet user who is willing to shop products online. An enterprise user surfing through the internet for some information.	6. CUSTOMER CONSTRAINTS CC Customers have very little awareness on phishing websites. They don't know what to do after losing data.	5. AVAILABLE SOLUTIONS AS Which solutions are available The already available solutions are blocking such phishing sites and by triggering a message to the customer about dangerous nature of the website. But the blocking of phishing sites are not more affective as the attackers use a different/new site to steal potential data thus a AI/ML model can be used to prevent customers from these kinds of sites from stealing data	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P The phishing websites must be detected in a earlier stage . The user can be blocked from entering such sites for the prevention of such issues.	9. PROBLEM ROOT CAUSE RC The hackers use new ways to cheat the naïve users. Very limited research is performed on this part of the internet.	7. BEHAVIOUR BE The option to check the legitimacy of the Websites is provided. Users get an idea what to do and more importantly what not to do.	
Focus on J&P, tap into BE, understand RC				Focus on J&P, tap into BE, understand RC

I d e n t i f y s t r o n g T R & E M	3. TRIGGERS TR A trigger message can be popped warning the user about the site. Phishing sites can be blocked by the ISP and can show a “site is blocked” or “phishing site detected” message.	10. YOUR SOLUTION SL An option for the users to check the legitimacy of the websites is provided. This increases the awareness among users and prevents misuse of data, data theft etc.,	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE Customers tend to lose their data to phishing sites. 8.2 OFFLINE Customers try to learn about the ways they get cheated from various resources viz., books, other people etc.,	I d e n t i f y s t r o n g T R & E M
	4. EMOTIONS: BEFORE / AFTER EM How do customers feel when they face a problem or a job and afterwards? The customers feel lost and insecure to use the internet after facing such issues. Unwanted panicking of the customers is felt after encounter loss of potential data to such sites.			