

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div><p>Who is your customer? Specially abled people. They are deaf and dumb .</p></div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div><p>What constraints prevent your customers from taking action or limit their choices of solutions? People who are specially abled find difficult to communicate with others.Because deaf and dumb people only understand sign language,whereas normal people don't understand .These thing make them to limit their choice of solution.</p></div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div><p>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 &amp; cons do these solutions have? Life is equally beautiful and amazing for deaf and dumb people if they are treated as equal and accept with the fact that they use sign language to communication instead of vocal language.</p></div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides Deaf and dumb people use sign language .so it become difficult for them to convey they problem or thought in emergency situation.</p></div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div><p>What is the real reason that this problem exists? What is the back story behind the need to do this job? Sign language is the language used by deaf people to communicate among themselves and with normal people. A translator is usually needed when an ordinary person wants to communicate with a deaf one .</p></div>	<div>7. BEHAVIOUR<div>BE</div><p>What does your customer do to address the problem and get the job done? . Generally deaf and dumb people express their thoughts through their sign language and get their job done.</p></div>	
Focus on J&P, tap into BE, understand RC	<div>3. TRIGGERS<div>TR</div><p>What triggers customers to act? All human beings have something special within us and some weaknesses too, and so do specially abled people. We as society must help specially abled people to focus on their strengths, instead of their weaknesses so that they can enjoy their life like us. We should also accept them as equal and not someone who need to be pitied</p></div>			Focus on J&P, tap into BE, understand RC
	<div>10. YOUR SOLUTION<div>SL</div><p>The government should take steps to make public places accessible to specially abled. Installation of ramps, availability, improving public transport, auditory signals in elevators, accessing special learning devices to help differently abled students enrolled for higher studies.</p></div>			
Identify strong TR & EM	<div>0. CHANNELS of BEHAVIOUR<div>CH</div><div>1. ONLINE A wide variety of technology has been created to diminish or eliminate barriers faced by people with disabilities, especially barriers related to computers and technology. Hardware and software tools–known as assistive technology– can aid in tasks such as reading and writing documents, communicating with others, and searching for information onlineAs the types of assistive technology expand, and as mainstream technologies become more accessible, students and employees with disabilities are more and more capable of handling a wider range of activities independently. Still, people with disabilities continue to face a variety of barriers to computer use. These barriers can be grouped into three categories: input, output, and documentation.</div><div>0. OFFLINE Specially-abled people too deserve growth in all aspects of life, be it physical, economic or social, and they require a dedicated platform to help them attain a place in</div></div>			

	<div><div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div></div><div><p>How do customers feel when they face a problem or a job and afterwards?</p><p>There are many challenges that a person with disabilities has to go through to secure employment and keep it. In some cases, you might find that people with disabilities are paid less than their non-disabled counterparts. In other cases, you'll find them being mistreated at their workplaces, and looked down upon as people who cannot be relied on simply because of their disability.</p></div></div>		<p>society. Surgeries and basic education help with it to some extent, but what they really require is a platform where they can learn skills to set up their career and get ahead in their professional life.</p>
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