

Define CS, fit into C	<div>1. CUSTOMER SEGMENT(S) Teacher</div> <div>CS</div>	<div>6. CUSTOMER CONSTRAINTS</div> <div>Some patients might find the budget for the test high, so they avoid going for the check-up and end in a critical stage.</div> <div>CC</div>	<div>5. AVAILABLE SOLUTIONS</div> <div>Managing stress is an important step in keeping the heart healthy. Some ways to reduce stress include 1.Yoga 2.Meditation 3.Relaxation</div> <div>AS</div>	Explore AS, differ
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS Find whether he/she has heart problem and cure it</div> <div>—</div>	<div>9. PROBLEM ROOT CAUSE</div> <div>Avoiding early symptoms such as dizziness, fainting, slow or fast heart rate. They should do frequent check-ups to avoid this problem.</div> <div>RC</div>	<div>7. BEHAVIOUR</div> <div>The customer should do regular check-up. If they find something that is causing the issue they should try avoiding it as the doctors recommend.</div> <div>BE</div>	Focus on J&P, tap into BE, understand RC

<div>3. TRIGGERS<div>TR</div></div> <div>They may have different symptoms such as Fluttering in the chest, Racing heartbeat, Slow heartbeat, Dizziness, Shortness of breath, Chest pain etc..</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>To find whether the applicant has any heart issues, they just need to feed some test results into the application and based on the data provided the application will predict the issues.</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div><div>8.1 ONLINE</div><div>The customers can access various resources through the internet and may Analyze their symptoms with other people who are facing this issues.</div><div>8.2 OFFLINE</div><div>They can consult their issues with a senior doctor and they can also communicate with people who got cured from this disease.</div></div>
<div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>Before: Stress, Anxiety and depression</div> <div>After: An emotional rollercoaster, mood swings</div>		