

## Project Design Phase-I

### Problem solution fit

Date	15 October 2022
Team ID	PNT2022TMID34242
Project Name	Project – Global Sales Data Analytics
Maximum Marks	2 Marks

#### Problem solution fit:

The term "problem solution fit" simply refers to the fact that you have identified a problem with a client and that the resolution you have arrived at genuinely resolves that issue. Recognizing sales trends and behavioral tendencies is helpful.

#### Purpose:

- Adapt your approach to complicated problem-solving to the needs of your consumers.
- Increase acceptance of your service and achieve success more quickly by utilising existing channels and outlets for behaviour.
- Use the appropriate triggers and messaging to refine your communication and marketing approach.
- Increase customer touch points with your business by identifying the best problem-behavior fit and fostering trust by resolving persistent annoyances, pressing issues, or expensive issues.
- Recognize the issue as it is in order to make improvements for your target group.

#### Solution fit:

##### 1. CUSTOMER SEGMENT(S)

CS

a company, online retailer, or seller who wants to learn more about sales on a

##### 6. CUSTOMER CONSTRAINT:

A file's structure should be checked before uploading.

##### 2. JOBS-TO-BE-DONE / PROBLEMS

J&P

Structure of the input file determination

##### 9. PROBLEM R

Unpredictable

<p><b>3. TRIGGERS</b> <span>TR</span></p> <p>Have you ever had the feeling that you are oblivious of how your company is doing?</p>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <p>Simple payments</p> <p>Adaptive design</p> <p>Creating a dashboard that is interactive.</p> <p>Designed by the user</p>	<p><b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p><small>8.1 ONLINE</small></p> <p>Utilizing third-party software and services that analyze data through automation, analytics, and subscription-based services</p> <p><small>8.2 OFFLINE</small></p> <p>Unintuitive offline programme for complicated data analysis.</p>
<p><b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span></p> <p>Before: Misunderstanding, unpredictable, decision fatigue.</p> <p>After: clear mind, better understanding</p>		