Focus on PR, tap into BE, under

cs, fit into

	stand RC	
СН		
у	Extract online {	
offline	Extract online & offline CH of BE	

1. CUSTOMER SEGMENT(S)

6. CUSTOMER LIMITATIONS EG. BUDGET, DEVICES

CL

5. AVAILABLE SOLUTIONS PLUSES & MINUSES

A busy Person

The product will be free and Easy to use

There will be login page to explore your favorites

They can browse the news through the software

The browsing may get disturbed due to Traffic

2. PROBLEMS / PAINS + ITS FREQUENCY

PR

9. PROBLEM ROOT / CAUSE

RC

7. BEHAVIOR + ITS INTENSITY

BE

They not able to read news paper

They can't read news paper 10 to 15 pages every day

They couldn't gain the knowldge of surroundings daily

There is no sufficient time to read news paper

Without reading news a company can't develope the business

The Login page is accessible

This can understand the Intreset of a user

3. TRIGGERS TO ACT

TR

They would like to read news through all all the devices

The need news to Portable

10. YOUR SOLUTION

SL

8. CHANNELS of BEHAVIOR

By using news tracker application they read news through onine platform

The filtered news will be present and able to save time

ONLINE

They can read news through online only we need to be online to login

**OFFLINE** 

We can't get any news through The software doesn't support

4. EMOTIONS BEFORE / AFTER

Insufficient knowldge of business the company may lead to down in their business **EM** 



**EXPLORE LIMITATIONS HOW ARE YOU** TO BUY / USE **GOING TO BE** WHO IS YOUR CUSTOMER? YOUR PRODUCT **DIFFERENT THAN** OR SERVICE **COMPETITION?** TAP INTO, RESEMBLE **FOCUS ON FREQUENT, UNDERSTAND COSTLY OR URGENT** THE CAUSE OF **OR SUPPORT** PROBLEM TO SOLVE THE PROBLEM **EXISTING BEHAVIOR DESIGN TRIGGERS** THAT FIT REAL LIFE, SPARK ASSOCIATIONS, YOUR MAKE IT FAMILIAR **BE WHERE YOUR** "DOWN TO EARTH" **CUSTOMERS ARE SOLUTION GUESS ADD EMOTIONS** FOR STRONGER MESSAGE



