

We have used this framework to better understand customer needs, motivations, and obstacles by illustrating a key scenario or process from start to finish. We use this map to document and summarize interviews and observations with real people rather than relying on our hunches or assumptions.



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Figure 1 consists of four rows, each representing an experimental condition. Each row has a set of colored blocks and a corresponding bar chart. The blocks are colored blue or green. The bar charts show the distribution of blocks across four categories (1, 2, 3, 4). The conditions are: (a) 100% (all blue), (b) 75% (75% blue, 25% green), (c) 50% (50% blue, 50% green), and (d) 25% (25% blue, 75% green).