EM Š TR Identify strong

1. CUSTOMER SEGMENT(S)

 Used car buvers and Seller who sale their used cars **6. CUSTOMER CONSTRAINTS**

- Anxiety-customer began to get anxious when they still no idea about what they have found.
- Mysteries-they might Cálled it mysteries which they can't able to

5. AVAILABLE SOLUTIONS

CC

RC

SL

- 1) By searching in online websites.
- 2) By gathering the information from the peoples and cometounderstanding.

AS

BE

CH

Explore AS, differentiate

Focus on J&P, tap into BE, understand

Extract online &

offline CH of BE

• 3) Car resale value prediction system aims to exploit data mining techniques on vehicle data set to assist in the prediction of the car resale value.

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

CS

9. PROBLEM ROOT CAUSE

- Solution for problems: Buying for affordable price, check the car condition, predict the price through the prediction analysis
- Lack of study in the sequence of things.
- New to environment

7. BEHAVIOUR

To develop or improve upon the strategic vision.

Difficulty in predicting the values for used car prices, trusting of brokers.

- Give the necessary information for particular thing which needs for customer
- To build a model that use Regression analysis to estimate the used car prices based on some features like
 - o Kilometers Driven
 - o Fuel Type o Manufacturing year
 - o Number of Owners
 - o Maintenance Record

3. TRIGGERS



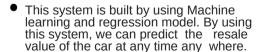
- Engine condition, Kilometer driven, Accuracy of Datasets, Type of fuel, Information of year manufacturing, Maintenance record
- To help peoples to get extra knowledge about thing

4. EMOTIONS: BEFORE / AFTER



- Before: Unease about something with an
- uncertain outcome (showing worry) After: Pleasure of blessedness and brightness in face.

10. YOUR SOLUTION



Buying a used car from a dealer can be unsatisfying experience. Therefore, to help consumers avoid falling under various problem with dealers, so customer have a right to guide them in their brought experiences

8. CHANNELS of BEHAVIOUR



Online websites Social media platforms

Offline:-

Buying a used car in affordable price.

