

Define CS, fit into CC		Explore AS, differentiate	
<div>1. CUSTOMER SEGMENT(S)<div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div>Students who just finished high school or college and want to get accepted into prestigious institutions.</div></div>		<div>6. CUSTOMER CONSTRAINTS<div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div><div>Customers could be hesitant to use the predictor because they doubt its accuracy or dependability. Additionally, since users would have to provide the model with sensitive data, some users might choose not to use the predictor out of concern for data misuse.</div></div>	
<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div>Since gathering data is likely the most crucial step in creating the predictor, it is imperative that it be done correctly. Customers' faith in our model must be maintained by providing them with the highest level of data security.</div></div>		<div>7. BEHAVIOUR<div>What do your customers do to address the problem and why? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</div><div>From the perspective of the consumer, the predictor's accuracy is crucial because they will base their admission decisions on its findings.</div></div>	
<div>9. PROBLEM ROOT CAUSE<div>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.</div><div>If the obtained data is determined to be erroneous or not enough parameters are taken into account to determine eligibility, the predictor's reliability may be impacted. Second, if customers believe our product is vulnerable to cyberattacks, they can decide not to use it.</div></div>			