**AS**

**5. AVAILABLE SOLUTIONS**

Which solutions are available to the customers having face problem?

Lack of Noice injure& base on heridity

Who constraints prevent your customers from taking action or limit their choices?

Network connection,available source

device

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

1. **CUSTOMER SEGMENT(S)**

Who is your customer?

i.e.

Working with deaf and dumb people’s

**Explore AS, differentiate**

**Define CS, fit into CC**

**Focus on J&P, tap into BE, understand RC**

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

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)

**BE**

7. BEHAVIOUR

What does your customer do to address the problem and get the job done?

Customers have more benefits using this project while communication for deaf-dumb peoples

**RC**

9. PROBLEM ROOT CAUSE

What is the real reason of problem exists?

What is the back story behind the need to do this job?

i.e. customers have heridity and sound

infections

**J&P**

2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done(or problems) do you

Address for your sutomers?

More number of affective peoples

**Focus on J&P, tap into BE, understand RC**

**Focus on J&P, tap into BE, understand RC**

**Identify strong TR & EM**

**I**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | 3. TRIGGERS TR      What tiggers customer to act?  Deaf-dumb peoples are lot of struggles to  Faced in communication | 10. YOUR SOLUTION SL    if your are working on an existing write  down the solution first?  Collecting dataset preprocessing the data  train & test the model and predict our output | CHANNELS of BEHAVIOUR CH  ONLINE  Effected people's are verified by online  OFFLINE  Predict our result |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  How do customers feel when they face a  problem or a job and afterwards?  Insecure>confident in control - using it in  your communication strategy |