

# CUSTOMER CARE REGISTRY



CUSTOMER JOURNEY MAP

## TEAM DETAILS:

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PROJECT DESIGN PHASE –II  
CUSTOMER JOURNEY MAP

DATE	25.10.2022
TEAM ID	PNT2022TMID34259
PROJECT NAME	CUSTOMER JOURNEY MAP
MAXIMUM MARKS	2 MARK

STAGE	AWARENESS	CONSIDERATION	DECISION	SERVICE	LOYALTY
CUSTOMER ACTIVITIES	see social media campaign Hear about from friends	Conduct reach, compare features and pricing	Make a purchase	Contact customer service, Documentation, read product and service	Share the experience
TOUCHPOINTS	Social media, Traditional media , word of mouth	Social media, Websites	Website, Mobile app	Chatbot, Email notification	Social media,word of mouth Review sites
CUSTOMER EXPERIENCE	Interested, Hesitant	Curious, Excited	Excited	Frustrated	Satisfied, Excited
KPIS	customer feedback	New website visitors	Conversional rate	Waiting time, customer service score	Customer satisfaction score
RESPONSIBLE	Communications	Communications	Customer service	Customer service	Customer service, Customer success



User



User first Login



Issue have to Register in  
the web portal



User can track the  
issue in the Web  
Portal



Logout

1

2

3

4

5



## Customer journey Map

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

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### Document an existing experience

Narrow your focus to a specific scenario or process within an existing product or service. In the **Steps** row, document the step-by-step process someone typically experiences, then add detail to each of the other rows.

SCENARIO Browsing, booking, attending, and rating a local city tour	 <b>Entice</b> How does someone initially become aware of this process?	 <b>Enter</b> What do people experience as they begin the process?	 <b>Engage</b> In the core moments in the process, what happens?	 <b>Exit</b> What do people typically experience as the process finishes?	 <b>Extend</b> What happens after the experience is over?
 <b>Steps</b> What does the person (or group) typically experience?	<div>Search for Support</div> <div>Browse for Knowledge Base for Issues</div> <div>Find existing the customer facing problems</div> <div>Self resolving for a Specific Problem</div>	<div>Review an Issue</div> <div>Review an Issue</div> <div>Bring up a Unsolvable Problem</div> <div>Bring up a Unsolvable Problem</div>	<div>Waiting for the Response</div> <div>Taking time for the Agent to Respond</div> <div>Remaining Patient to Receive the response</div> <div>Waiting for the Specific agent to respond</div>	<div>Closing the ticket</div> <div>Finalize the Ticket Closing</div> <div>Completely closing the ticket after solving</div> <div>Either solving ticket or closing the time-consuming tickets</div>	<div>Personalized Recommendation</div> <div>After experiencing our user journey within the product we have information</div>
 <b>Interactions</b> What interactions do they have at each step along the way? <ul style="list-style-type: none"><li>■ <b>People:</b> Who do they see or talk to?</li><li>■ <b>Places:</b> Where are they?</li><li>■ <b>Things:</b> What digital touchpoints or physical objects would they use?</li></ul>	<div>Customer</div> <div>Download of the Application</div> <div>Chatbot, Email Support</div>	<div>Customer and Administrator</div> <div>Search Application</div> <div>Chatbot, Email Support</div>	<div>Customer and Agent</div> <div>Customer Care</div> <div>Email Notification</div>	<div>Customer Administrator and Agent</div> <div>Customer Care Application</div> <div>Ticket Closing</div>	<div>Customer email</div>
 <b>Goals &amp; motivations</b> At each step, what is a person's primary goal or motivation? ("Help me..." or "Help me avoid...")	<div>Problem to be solved</div> <div>24-7 Support</div>	<div>Fast Resolving and Time Manager</div> <div>Flexible Support from Application</div>	<div>Solving the Issues on time</div> <div>All time Support</div>	<div>Managed time for Accurate Response</div> <div>Flexible Navigation</div>	<div>Help to customer get solution for their problem</div>
 <b>Positive moments</b> What steps does a typical person find enjoyable, productive, fun, motivating, delightful, or exciting?	<div>Solution received at a quick response</div>	<div>Minimally Responding to Customers</div>	<div>Next Experienced Agents</div>	<div>Managing the Utilization of Customer time</div>	<div>Agent should solve customer's problem</div>
 <b>Negative moments</b> What steps does a typical person find frustrating, confusing, angering, costly, or time-consuming?	<div>Delayed response</div>	<div>Not Responding</div>	<div>Time out Tickets leaving to their device</div>	<div>Making False Customer Tickets</div>	<div>Waiting on hold for too long</div>
 <b>Areas of opportunity</b> How might we make each step better? What ideas do we have? What have others suggested?	<div>Administrative Routing</div> <div>Delayed Response Automated Ticket Closing</div>	<div>Automated Navigation Mapping</div> <div>Timed Responding</div>	<div>Time Consuming Ticket Evaluation</div> <div>Speed Responding</div>	<div>Automated Ticket Closure</div> <div>Automated Routing</div> <div>System Future Deal Link Revolving</div>	<div>Offer fast support</div> <div>Reduce waiting time</div>

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