

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>Who is your customer?</div><div>Crude Oil Based Industries and companies for Business purposes. Handle transportation and storage in the Business.</div></div>	<div>6. CUSTOMER CONSTRAINTS<div>What constraints prevent your customers from taking action or limit their choices of solutions?</div><div>The risks and problems are the obstacles for the customers which limits them from proceeding further in the process.</div></div>	<div>5. AVAILABLE SOLUTIONS<div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?</div><div>The frustrations about the results can be avoided by providing a proper timeline and proper planning will be helpful in finishing it in time with the expected output.</div></div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers?</div><div>The difficulty in predicting the Crude Oil Price more accurately is one of the major problems</div><div>The information to be collected for providing the desired results may be a problem</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?</div><div>It can both Man-made error or machine error which can sometimes go wrong. This can cause a problem in providing an accurate or desired result. This is the main root cause of this issue.</div></div>	<div>7. BEHAVIOUR<div>What does your customer do to address the problem and get the job done?</div><div>The problems faced by the customer can be reported in a form of a detailed document. So that it can be properly addressed by the team and it can rectify.</div></div>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div>3. TRIGGERS<div>What triggers customers to act?</div><div>The business ideas trigger customers for the crude oil price prediction for the benefits</div></div>	<div>10. YOUR SOLUTION<div>If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer.</div><div>To address this issue, it needs proper attention in carrying out this process for predicting the crude oil price. Both computer-aided prediction and human calculations should be carried out very carefully.</div></div>	<div>8. CHANNELS of BEHAVIOUR<div>8.1 ONLINE<div>What kind of actions do customers take online? Extract online channels from #7</div><div>Discount seekers Wandering customers Loyal customers</div></div><div>8.2 OFFLINE<div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>Reliable customers Trustful customers</div></div></div>	Extract online & offline CH of BE
	<div>4. EMOTIONS: BEFORE / AFTER<div>How do customers feel when they face a problem or a job and afterwards?</div><div>If the results are not up to the expected point, it makes them feel frustrated.</div></div>			