

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) <ul style="list-style-type: none">• Sales Analyst• Business Analyst• Data Engineer	5. AVAILABLE SOLUTIONS <ul style="list-style-type: none">• Track the sales order and delivery.• Know the availability of products in different categories.	6. CUSTOMER LIMITATIONS <ul style="list-style-type: none">• Difficult to reach the people during covid times• Difficult to place order within given time	Define CS, fit into CC
	2. PROBLEMS / PAINS <ul style="list-style-type: none">• Unavailability of required products• Because of this COVID, it's not easy to walk in a store randomly and buy anything	9. PROBLEM ROOT / CAUSE <ul style="list-style-type: none">• Main reason is the store owner should know the seasonal sale of the product and should update the stocks	7. BEHAVIOR <ul style="list-style-type: none">• Patience until orders are placed.• Order priority will be considered	
	3. TRIGGERS TO ACT <ul style="list-style-type: none">• To increase the overall sales.• To increase the overall profit over different countries 4. EMOTIONS <ul style="list-style-type: none">• Depression over the sales market.	10. YOUR SOLUTION <ul style="list-style-type: none">• To reduce the price for shipping modes.• To clear the damage & transaction problems within 24 hours.• To forecast sales of time to predict future sales across countries.	8. CHANNELS OF BEHAVIOR <ul style="list-style-type: none">• ONLINE<ul style="list-style-type: none">Give information about the orders• OFFLINE<ul style="list-style-type: none">visit traditional stores or contact salesman for buying any product	
Identify strong TR & EM				Identify strong TR & EM

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

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