

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>A person who comes to search for goods or products</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>When trying to reach customers the marketing message or ad campagne, targetting the right messages essential</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Establish your online business objective and needs. Select the technological inventory solution. Identify and catalogue products for your online inventory.</div>	Explore AS, differentiate	
	<div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div> <div>The stock should be readily available and also Seller be available The stock is that need of common platform for seller and buyer.</div>	<div>9. PROBLEM ROOT CAUSE<div>RC</div></div> <div>The main cause is stock unavailable, bulk purchase, quality-related issues, product catalogue not traceable and wrong product being procured. Type your text</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>The Buyer if they need stock the can get from the stock management system.</div>		Focus on J&P, tap into BE, understand RC
	<div>3. TRIGGERS<div>TR</div></div> <div>The buyer act when they are in need of stock and the Seller gives the stock to the person who need stock</div> <div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div> <div>The stock need person feels worried for not getting the stock at right time after receiving the stock they feels happy.</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>Like social media to make the spread fast, like newspaper, which is important to know. A platform which helps to connect around the world people.</div>	<div>8. CHANNELS OF BEHAVIOUR<div>CH</div></div> <div>8.1 ONLINE By online, they go by posting on social medias, like that there is a person in need of stock, kindly contact.</div> <div>8.2 OFFLINE By offline, they sell the products directly to the person who need.</div>		