CC

RC

AS

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

General user

ATM user

Design user

Gamer

Tester

6. CUSTOMER CONSTRAINTS

a. Lack of security

b. Anxious for the personal details are robbed.

c.Doubtful

d.Hit or Pass for other website

e.Nervous of the outcome

5. AVAILABLE SOLUTIONS

a. Protecting by using security software
Apps such as AVANAN, IRONSCALES, ABNORMAL..atc
Likewise Avanan offers cloud-based email and

application protection against sophisticated phishing,

malware, account compromise and data loss attacks.

Designed to work with Office 365 and G Suite, you can deploy Avanan's solution in minutes as an Office 365 app

or configure it manually with a fast and simple

deployment process. Once deployed, it offers security for

all connected cloud-based applications like OneDrive,

Google Drive and Teams.

b.Using multi factor authentication

c.Backing up for data

2. JOBS-TO-BE-DONE / PROBLEMS

a.Phishing has a list of negative effects on a business, including loss of money, loss of intellectual property, damage to reputation, and disruption of operational activities.

b.These effects work together to cause loss of company value, sometimes with irreparable repercussions.

9. PROBLEM ROOT CAUSE

- a. Lack of security awareness
- b. Criminals on money

J&P

- c. Not performing sufficient
- d. Malware is sophisticated
- e. Low cost phishing tools

7. BEHAVIOUR

- a. Reporting the problem
- b. Deleting accounts
- c. Contact the person involved in phishing

Explore AS, differentiate

us on IRP tan into RE un

BE



SL TR СН 3. TRIGGERS **8.**CHANNELS of BEHAVIOUR 10. YOUR SOLUTION 8.1 ONLINE a. Phishing is a type of social engineering attack a. Reporting the problem a.BEFORE PHISHING ATTACK HAPPENS: often used to steal user data, including login b. Deleting accounts Inspection on the new websites, emails and other social media credentials and credit card numbers. It occurs c. Contact the person involved in phishing invitations that require filling of personal details should be wisely when an attacker, masquerading as a trusted checked through various software tools like VPN, firewall, entity, dupes a victim by opening an email, instant security...etc. message. 8.2 OFFLINE Phishing tricks victims into giving over credentials a. Police complain a.AFTER PHISHING ATTACK HAPPENS: for all sorts of sensitive accounts, such as email, b. Report to the organization in person Report the actions by giving a solid complaint. corporate intranets and more. Even for cautious By scanning, by getting the details of the criminal through using a users, it's sometimes difficult to detect a phishing phishing tool against them could also be another solution through attack. valid authority and without breaking the code. ΕM 4. EMOTIONS: BEFORE / AFTER Despair, nervous, lack of confidence, loss

Identify strong TR & EM