Define CS, fit into CC

1. CUSTOMER SEGMENT(S): CS

Customer segmentation is **the process by which you divide your customers into segments up based on common characteristics** – such as demographics or behaviors, so you can market to those customers more effectively

6. CUSTOMER CONSTRAINTS: CC

Constrainsis something that imposes a limit or restrictions or that prevents something from occurring . Costrains exists as a way to enforce or document rools within the database

5. AVAILABLE SOLUTIONS: AS

We find available solution to bussiness pronlem through strategy .
We will solve and find a new solution for our problems.
Define the problem and solve them.

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

2. JOBS-TO-BE-DONE / PROBLEMS: J&P

Jobs to be done is a theory stating that customers don't buy products ,they buy the completed jobs the products help bring about,for example,someones doesn't buy a sct wdriver because of its teatures, they buy what the SCT wdriver ultimately does for them: helps assemble furniture so their home looks better

9. PROBLEM ROOT CAUSE RC

We are identify the root cause of our project and solving technique and oofers teams aa opertunity to identify the issues That are causing the problem.

Example:if the plant are damaged by the rain so we can cover it next time.and decresedamage level.

7. BEHAVIOUR : BE

behaviours refer to **the way each member of a team acts and takes part in a team activity**. It also refers to the character traits each team member has that can increase performance. The performance of each member of a team impacts the performance of the team as a whole.

Identify strong TR & EM

3. TRIGGERS:

A risk trigger is **a indicator that a risk is about to occur or has occurred**. Triggers may be discovered during the risk identification process and monitored as the project is executed. Once the risk trigger occurs, the project team needs to implement a risk response.

4. EMOTIONS: BEFORE / AFTER:

have a trait or desire that is too difficult to acknowledge.
But its usefull for to help improve our quality.

10. YOUR SOLUTION :

The group or individual that has an understanding or can recognize workable solutions to the defined problems.

Encourage teamwork it help to improve the project quality.

8. CHANNELS of BEHAVIOUR

1. ONLINE:
   technical issues.
   Lack of interaction.
   .

8.2 OFFLINE
the time taken for the travel is high.