 

Project Initialization and Planning Phase

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| --- | --- |
| Date | 15 March 2024 |
| Team ID | xxxxxx |
| Project Name | xxxxxx |
| Maximum Marks | 3 Marks |

**Define Problem Statements (Customer Problem Statement Template):**

Create a problem statement to understand your customer's point of view. The Customer Problem Statement template helps you focus on what matters to create experiences people will love. A well-articulated customer problem statement allows you and your team to find the ideal solution for your customers' challenges. Throughout the process, you’ll also be able to empathize with your customers, which helps you better understand how they perceive your product or service.



Reference: https://miro.com/templates/customer-problem-statement/

**Example:**

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| --- | --- | --- | --- | --- | --- |
| **Problem Statement (PS)** | **I am (Customer)** | **I’m trying to** | **But** | **Because** | **Which makes me feel** |
| PS-1 | Man seeking to book train tickets | To book train tickets for travelling | Cant book the tickets | Because the train is cancelled | Sad because I don’t know when I am going to travel again |
| PS-2 | Man seeking for a loan | Taking a loan for my car | Cant take a loan | Because of covaguated income | Sad because I cant buy a new car which was my dream. |