

1. CUSTOMER SEGMENT(S)

- Person With Identical Needs
- Person With Chronic Condition
- Person With Multiple Illness
- Tertiary Care Patient

2. PROBLEMS

- People for testing and treatment of coronavirus
- Overflowing waiting room
- Beds crowded in intensive care units
- Lack of oxygen cylinders during covid
- Restricted travel for staffs

3.TRIGGER TO ACT

- Care of the dying is urgent care
- Diagnosis of life-limiting conditions

4.EMOTIONS

- Condemning emotions
- Self-conscious emotions
- Suffering emotions

5.AVAILABLE SOLUTION

- Effective Communication to Patients
- Grievance Redressal Mechanism.
- Nurses To focus on Clinical Care

6.CUSTOMER STATE LIMITATION

- Convincing Consumers There's Choice
- Inaccessibility
- Lagging Behind in Consumer Technology

7.BEHAVIOUR

- Arrangements in schools and colleges for the patient who had covid to avoid spreading
- Giving Essential resources for the patients
- Organizing Vaccination camp

9.ROOT/CAUSE

- Government mandates.
- Patient safety and quality care.
- Staffing concerns.
- Patient satisfaction.
- Doctor-related issues.
- Population health management.

10.MY SOLUTION

- Orientation Training
- Camp for vaccination and providing free consultation for awareness
- Developing application for information
- Creating blood bank app for immediate blood requirements

8.CHANNELS OF BEHAVIOUR

- Strategic Decision
- Physical Advocacy
- Paid Advertising
- Customer Services