

Define CS /IK into CC	<b>1. CUSTOMER SEGMENT(S)</b> High school & college students, self-learners, teachers	CS	<b>6. CUSTOMER CONSTRAINTS</b> Limited time, no access to tutors, no feedback, poor app quality	CC	<b>5. AVAILABLE SOLUTIONS</b> YouTube videos, ChatGPT textbook quizzes—but not personalized or syllabus specific	
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> Want a personalized learning tool to understand topics and get assessed easily	JP	<b>9. PROBLEM ROOT CAUSE</b> Jump between platforms, ask friends, use ChatGPT, watch	BE	<b>7. BEHAVIOUR</b> Jump between platforms, ask friends, use ChatGPT watch videos	AS
	<b>3. TRIGGERS</b> Struggle in test preparation lack of teacher feedback, poor results	TR	<b>4. EMOTIONS: BEFORE / AFTER</b> Generic tools don't adapt to individual learning styles or content needs		<b>8. CHANNELS OF BEHAVIOUR</b> Online: Google, YouTube, EdTech forums  Offline: Peer study groups, handwritten notes	CH
	<b>4. EMOTIONS: BEFORE / AFTER</b> Before: Confused, anxious about exams After: Confident, motivated to learn	EM	<b>10. YOUR SOLUTION</b> EduTutor AI; Personalized AI tutor for concept explanation, grammar, and quiz generation		<b>10. YOUR SOLUTION</b> EduTutor AI: Personalized AI tutor for concept explanation, grammar, and quiz generation (PDF/topic-based)	SL
Foocus on Pn oip into Be RC						