

## Ideation Phase

### Define the Problem Statements

Date	30 June 2025
Team ID	LTVIP2025TMID51607
Project Name	<b>Cosmetic Insights : Navigating Cosmetics Trends and Consumer Insights with Tableau</b>
Maximum Marks	2 Marks

#### 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 the challenges your customers face. 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.

<b>I am</b>	Describe customer with 3-4 key characteristics - <i>who are they?</i>	Describe the customer and their attributes here
<b>I'm trying to</b>	List their outcome or "job" the care about - <i>what are they trying to achieve?</i>	List the thing they are trying to achieve here
<b>but</b>	Describe what problems or barriers stand in the way – <i>what bothers them most?</i>	Describe the problems or barriers that get in the way here
<b>because</b>	Enter the "root cause" of why the problem or barrier exists – <i>what needs to be solved?</i>	Describe the reason the problems or barriers exist
<b>which makes me feel</b>	Describe the emotions from the customer's point of view – <i>how does it impact them emotionally?</i>	Describe the emotions the result from experiencing the problems or barriers

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

#### Example:



<b>Problem Statement (PS)</b>	<b>I am (Customer)</b>	<b>I'm trying to</b>	<b>But</b>	<b>Because</b>	<b>Which makes me feel</b>
PS-1	A brand analyst at a cosmetics company.	Understand how customer preferences vary across product categories and demographic	the data is large and difficult to interpret manually	I don't have an intuitive or visual way to analyze customer behavior and trends	frustrated and unable to provide useful marketing insights
PS-2	marketing strategist at a beauty brand.	identify which cosmetic products are trending in different regions	I don't have a visual tool that consolidates consumer preferences and sales data.	The data is scattered in raw spreadsheets and lacks visual patterns	lost and unsure how to plan marketing campaigns effectively