

CUSTOMER JOURNEY MAP

CUSTOMER

AWARENESS

CONSIDERATION

CONVERSION

CUSTOMER SERVICE

LOYALTY



CUSTOMER ACTIVITY

FINDING A FREE
UNIVERSITY ADMISSIONS
PREDICTION

EXPLORE AND PAY A
VISIT TO THE WEB APP
SHOP

USES THE WEB
APPLICATION TO
FORECAST CHANGES IN
ADMISSION



CUSTOMER GOALS

THE POSSIBILITY OF
BEING ADMITTED TO A
UNIVERSITY
ACCURATELY

TO IDENTIFY THE IDEAL
RESPONSE TO THEIR
DEMANDS

TO SWIFTLY FIX ANY
PROBLEM

TO DELIVER TRUE AND
RELIABLE DATA

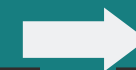


CUSTOMER SURVEY

PRIORITIZE CUSTOMER
LISTENING
THROUGHOUT THE
ENTIRE COMPANY.

GAIN A THOROUGH
GRASP OF YOUR
CUSTOMERS BY USING
FEEDBACK FROM THEM.

CREATE A METHOD TO
HELP YOU GATHER AND
ANALYZE FEEDBACK
AND REGULARLY TAKE
ACTION



SOLUTIONS

SEARCH ENGINES,
SOCIAL MEDIA, AND
RECOMMENDATIONS
FROM FRIENDS

WEB APPLICATION AND
TIMELY ADMISSIONS
CRITERIA UPDATES

REVIEW WEBSITES,
SOCIAL MEDIA