**Project Title: Skill/ Job Recommender Application Project Design Phase-I** - **Solution Fit** **Team ID:** PNT2022TMID39156

Or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?

Qualifications and Skills needs to get the job.

**AS**

**5. AVAILABLE SOLUTIONS**

Which solutions are available to the customers when they face the problem

What constraints prevent your customers from taking action or limit their choices of solutions?

Available jobs network connection, available devices.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

Job Seekers

Job Providers

**Explore AS, differentiate**

**Define CS, fit into CC**

Create there Profile Follow the Organisations,

Search there Skill based jobs.

**BE**

**7. BEHAVIOUR**

What does your customer do to address the problem and get the job done?

**RC**

**9. PROBLEM ROOT CAUSE**

What is the real reason that this problem exists? What is the back story behind the need to do this job?

Customers have to do it because of the change in regulations.

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

Which jobs-to-be-done (or problems) do you address for your customers?

Identifying outcomes that customers seek, as opposed to products they want.

Suitable jobs for seekers.

**Focus on J&P, tap into BE, understand RC**

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**Identify strong TR & EM**

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| **Identify strong TR & EM** | **3. TRIGGERS TR**  What triggers customers to act?  Giving more ads to get seekers, invite links, news paper ads , Sending notifications. | **10. YOUR SOLUTION SL**  We are proposing an algorithm which will help the students to give suggestions on the jobs based skills and get which jobs suits based on their skill set. | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**   What kind of actions do customers take online? Extract online channels from #7  Chat with mentor , Direct contact, searching and finding Suitable jobs easily.   * 1. **OFFLINE**   What kind of actions do customers take ofﬂine? Extract ofﬂine channels from #7 and use them for customer development.  Oppointment for meeting managers |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  How do customers feel when they face a problem or a job and afterwards?  Feel sad overthing about that , after they overcome that . |