

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)</div><div>CS</div><p>Explorers: Students with high financial resources and low academic preparedness</p><p>Highfliers: Students with high financial resources and high academic preparedness</p><p>Strugglers: Students with low financial resources and low academic preparedness</p><p>Strivers: Students with low financial resources and high academic preparedness</p></div>	<div><div>6. CUSTOMER CONSTRAINTS</div><div>CC</div><p>Our project will reduce their concern of getting admission in the dream and particular university and also reduce the fear among students. And this solution will be provide the better results for the students they can be get an admission or not in the university.</p></div>	<div><div>5. AVAILABLE SOLUTIONS</div><div>AS</div><p>This solution will reduce their concern of getting admission in the dream and particular university and also reduce the fear among students. And this solution will be provide the better results for the students they can be get an admission or not in the university.</p></div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><div>J&P</div><p>1. The problem statement is to design a college prediction/ prediction system and to provide a probabilistic insight into college administration for overall rating, cut-offs of the colleges, admission intake and preferences of students.</p><p>2. It has always been a troublesome process for students in finding the perfect university and course for their further studies.</p></div>	<div><div>9. PROBLEM ROOT CAUSE</div><div>RC</div><p>Student preferred their Dream University for graduation. But due to low marks, they may not get those colleges.</p><p>The customer(student) will do it, to get right University with respective to their marks.</p></div>	<div><div>7. BEHAVIOUR</div><div>BE</div><p>The current scenario of an engineering admission process is little complicated and not easy in terms of selecting an appropriate college according to the scores and field of interest exam result and academic scores is very important to the candidates to fill in the application form. There are many colleges offering multiple engineering courses. So it becomes troublesome for students to organize and list -out the proper colleges of their choice for course according to their performance Score.</p></div>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div><div>3. TRIGGERS</div><div>TR</div><p>1. Students are often worried about their chances of admission to University. So, they approach our admission predictor.</p><p>2. The predicted output gives them a fair idea about their admission chances to a particular university.</p></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><p>Our project will helps to the UG graduates for the shortlisted universities for their masters with their GRE, CGPA, TOFEL scores. If the predicted output will give them fair idea about their admission chances in the university. This analysis is also help students who are currently preparing they can get a better idea. And also it will students to know more about university in terms of research opportunities, admission process, courses offered and prominent alumni of the university.</p></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>CH</div><p>Online: Search & Research about the dream colleges, Previous year admission lists</p><p>Offline: Calculating the predictions and possibilities</p></div>	Identify strong TR & EM
	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><p>Before: Insecure, customer wouldn't know the process, suffering to select the right University.</p><p>After: Secure, User-friendly , easy to use.</p></div>			