

## Project Design Phase-1

### Problem Solution Fit

Date	26 September 2022
Team ID	PNT2022TMID37486
Project Name	University Admit Eligibility Predictor
Maximum Marks	2 Marks

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioural patterns and recognize what would work and why

#### **PURPOSE:**

- Solve complex problems in a way that fits the state of your customers.
- Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- Sharpen your communication and marketing strategy with the right triggers and messaging.
- Increase touch-points with your company by finding the right problem-behaviour fit and building trust by solving frequent annoyances, or urgent or costly problems.
- Understand the existing situation in order to improve it for your target group

# Project Title: University Admit Eligibility Predictor

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Define CS, fit into	<b>1. CUSTOMER SEGMENT(S)</b> <i>Who is your customer?</i>  The customers of this project are the undergraduate students who are willing to pursue their higher education in universities. <div>CS</div>	<b>6. CUSTOMER CONSTRAINTS</b> <i>What constraints prevent your customers from taking action or limit their choices of solutions?</i>  -Due to high consultancy <u>fee</u> and lack of prediction -They have moved away from current technology <div>CC</div>	<b>5. AVAILABLE SOLUTIONS</b> <i>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros &amp; cons do these solutions have?</i>  -Select the students for university is easy -Save time for both universities and students -Advantage for students to get top college admissions <div>AS</div>	Explore AS,
Focus on J&P, tap	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <i>Which jobs-to-be-done (or problems) do you address for your customers?</i>  Need to predict the university where they can be admitted. The information they provide should be kept confidential. Right and accurate information about universities should be shared with them. <div>J&amp;P</div>	<b>9. PROBLEM ROOT CAUSE</b> <i>What is the real reason that this problem exists? What is <u>the back</u> story behind the need to do this job?</i>  Root cause of problem is undeserved Candidate selected for the top universities previous years, now deserved candidate selected for universities based on eligibility criteria. <div>RC</div>	<b>7. BEHAVIOUR</b> <i>What does your customer do to address the problem and get the job done?</i>  The customer mainly gives some information's such as GRE score, cgpa, IELTS score based on which the user <u>ask</u> to predict eligibility to the university that they intend to apply. <div>BE</div>	Focus on J&P, tap C
Identify strong TR &	<b>3. TRIGGERS</b> <i>What triggers customers to act?</i>  Safe precautions for the students to study without any obstacles and study according to their wish. <div>TR</div>	<b>10.YOUR SOLUTION</b> -By analyzing the previous year's data for university of different places, we can predict the university admit eligibility -This product is unique in such a way that it can give the appropriate prediction of <u>University</u> admission <div>SL</div>	<b>8.CHANNELS OF BEHAVIOUR</b> <b>8.1 ONLINE</b> -Promoting through social media -Searching about the <u>institution</u> through the internet  <b>8.2 OFFLINE</b> -Spreading information through students -approach the university directly <div>CH</div>	Extract online & offline CH of
	<b>4. EMOTIONS: BEFORE / AFTER</b> -Before they get admitted into the university students feel that they'll get a good university or not -If they do not get into a better university the students would get depressed in their life <div>EM</div>			

