

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <ul style="list-style-type: none"> Person who are seeking for the employment Person who recruit job candidates 	6. CUSTOMER CONSTRAINTS CC <ul style="list-style-type: none"> Inadequate of product knowledge Concern about misuse of personal information 	5. AVAILABLE SOLUTIONS AS <ul style="list-style-type: none"> Promotion of people skillset Cultivate commercial relationship 	Explore AS, differentiate
	2. JOBS-TO-BE-DONE / PROBLEMS J&P <ul style="list-style-type: none"> Create a platform to facilitate job searching Make the job-filtering process simpler 	9. PROBLEM ROOT CAUSE RC <ul style="list-style-type: none"> Some job portals want payment in advance of the job starting Users post false credentials 	7. BEHAVIOUR BE <ul style="list-style-type: none"> Users apply for fraudulent jobs, they get unhappy due to wasted time. Cheating during online recruitment process 	

<div>3. TRIGGERS</div> <div>TR</div> <div>Push Notification</div>	<div>10. YOUR SOLUTION</div> <div>SL</div> <div>Created a web platform for the students and recruiters. The system will analyze the resume spontaneously and fill in the requisite data for the students who need to upload their resumes. They get personalized job recommendations based on their skills.</div>	<div>8. CHANNELS of BEHAVIOUR</div> <div>CH</div> <div><div>• Apply for jobs</div><div>• Initial Level of Assessment</div></div>						
<div>4. EMOTIONS: BEFORE / AFTER</div> <div>EM</div> <table><tr><td>Before</td><td>After</td></tr><tr><td>More paperwork</td><td>Easy Process</td></tr><tr><td>No Proper Platform</td><td>Skillset platform</td></tr></table>	Before	After	More paperwork	Easy Process	No Proper Platform	Skillset platform		
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