Define CS, fit into CC	**1. CUSTOMER SEGMENT(S)** CS	**6. CUSTOMER CONSTRAINTS** CC	**5. AVAILABLE SOLUTIONS** AS	Explore AS, differentiate
	Students are the primary customers for this application.	Users should at least complete their high school (12th std) In order to make use of the application.	Predicting admissions in Anna University using Their details small datasets.	

Focus on J&P, tap into BE, understand RC	**2. JOBS-TO-BE-DONE / PROBLEMS**	**9. PROBLEM ROOT CAUSE** RC	**7. BEHAVIOUR** BE	Focus on J&P, tap into BE, understand RC
	Students worried about the chances of admissions to the university. Troublesome process for students in finding the perfect university.	Inadequate knowledge about the students admissions chances in a particular university.	1.Easier for students to find the colleges based on their academic marks and other performances. 2.Direct connection between the students and the universities to avoid any intermediaries.	

Identif

3. TRIGGERS `TR`

User can be provided with comparisons between the required scores versus their actual scores.

4. EMOTIONS: BEFORE / AFTER `EM`

Users would feel that they are in complete control in the admission Process since they can wholeheartedly trust the predictor.

10. YOUR SOLUTION `SL`

Design a predictor with the help of the data collected, and ensure that it is accurate reliable. Also make sure that the data collected from the users is safe and secure.

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE

Customers might search for reliable eligibility predictors that are available online and rate them based on their liking.

8.2 OFFLINE

Students would discuss amongst their peer group about such predictors and if they find one to be reliable enough, they would spread the word about it.