Project Title: University Admit Eligibility predictor **Project Design Phase-I - Solution Fit Template** **Team ID:** PNT2022TMID32574

Define CS, fit into CC

1. CUSTOMER SEGMENT(S)

Who is your customer?
i.e. working parents of 0-5 y.o. kids

CS

Students who have recently completed their schooling/College and aspire to get admitted into prominent universities.

6. CUSTOMER CONSTRAINTS

What constraints prevent your customers from taking action or limit their choices
of solutions? i.e. spending power, budget, no cash, network connection, available devices.

Customers might not trust the accuracy /reliability of the predictor and this could prevent them from using it. Moreover, users would have to feed confidential information to the model, so a certain section of customers might refrain from using the predictor due to a fear of data misuse.

5. AVAILABLE SOLUTIONS

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 & cons do these solutions have? i.e. pen and paper

Apart from factors like gradesand GPA, we willalso consider IELTS/TOFEL,GRE that plays major role in the admission process of some universities, thereby further enhancing the reliability of the predictor. Secondly, we will put the model through rigorous tests in order to boost the accuracy of the predictor

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

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

Data collection is probably the most important step in designing the predictor hence it must be ensured that it is done properly. Customers should be assured of optimum data security in order to sustain their trust in our model.

9. PROBLEM ROOT CAUSE

RC

What is the real reason that this
problem exists? What is the back

The reliability of the predictor might be affected if the collected data is found to be inaccurate or not enough factors are considered to judge the eligibility. Secondly, customers might refrain from using our product if they find it to be prone to cyber attacks.

7. BEHAVIOUR

BE

i.e. directly related: find the right solar panel installer, calculate

The most important aspect of the predictor from a customer's point of view is its accuracy, since they would go through with their admissions based on its results.

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

Identify

Identify strong TR & EM

3. TRIGGERS

TR

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

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

4. EMOTIONS: BEFORE / AFTER

EM

How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

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

10. YOUR SOLUTION

SL

If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality.
If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.

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

What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

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

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.

Identify strong TR & EM