1. CUSTOMER SEGMENT(S)

Who is your customer?

School Completed Students and also their parents.

6. CUSTOMER CONSTRAINTS

cs

J&P

What constraints prevent your customers from taking action or limit their choices of solutions?

Spending power, network connection, available devices.

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?

Before this eligibility predictor being developed, students used to know their eligibility by counselling, or they even visit college directly to know whether there is any chance of getting admitted in the college they want.

cplore AS, differentia

2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

Predictor should need to be more accurate than the existing applications

It need to be user-friendly

9. PROBLEM ROOT CAUSE

What is the real reason that this problem exists? What is the backstory behind the need to do this iob?

Customer needs this predictions for making decisions related to their higher studies, and also to prepare themselves for further process related to joining the university. Mostly students are unaware about the scores needed for their dream university, so at those times they need of a predictor which analyse thir marks and show the result.

7. BEHAVIOUR

RC

What does your customer do to address the problem and get the job done?

directly related: they open the university eligibility predictor and provide the necessary details like their scores in each subject, then they get the result of prediction.

indirectly associated: They apply for counselling. Then they submit the required documents, and they wait for their results, Focus on J&P, tap into BE, understand R

BE

3. TRIGGERS

What triggers customers to act?

When they thinks of a easy and quick way to know the results of their eligibility and also when students know that their friends are also using this application, they will get triggered.

10. YOUR SOLUTION

TR

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.

Develop an application that uses only limited data and also requires only limited access from the user ,that application also needs to provide data security to the user. For this we use Data science along with Machine Learning for accuracy of prediction.

8.CHANNELS of BEHAVIOUR



R.1 ONI INI

What kind of actions do customers take online?

Open the application and provide the details needed and press submit and calculate button

8.2 OFFLINE

What kind of actions do customers take offline?

Visit the college to know their eligibility, or ask a well known person about the university that they are willing to apply for their eligibility.

4. EMOTIONS: BEFORE / AFTER

How do customers feel when they face a problem or a job and afterwards?

They feel lost, insecure > confident, anxious, not aware of what to do next..