

DefineCS,fit into CC

1. CUSTOMERSEGMENT(S)

CS

Whoisyourcustomer?

Themain customersforourprojectare:

- Personswhoareseekingemployment
- Personsthatrecruitjobcandidates

FocusonJ&P, tapinto

2. JOBS-TO-BE-DONE/PROBLEMS

J&P

Whichjobs-to-be-done(orproblems)doyouaddressforyourcustomers?Therecouldbemorethanone;exploredifferent sides.

- Createaplatformto facilitatejobsearching
- A platform to make it simpler to identifypeople with thenecessary skills
- Makethejob-filteringprocesssimpler
- Profilewith safepersonaldata

IdentifystrongTR&EM

3. TRIGGERS

TR

Whattriggerscustomerstoact?i.e.,seeingtheneighborsinstallingsolarpanels,readingaboutamoreefficientsolutioninthenews.

- Job Alerts

4. EMOTIONS:BEFORE/AFTER

EM

Howdocustomersfeelwhentheyfaceaproblemorajobandafterwards?

Emotions-Before	Emotions-After
Lack of knowledge about job vacancy.	User receive updates on job vacancies.
No proper platform to showcase skillset	Exhibit skillset in profile
More paperwork during recruitment	Easy recruitment process

6. CUSTOMERCONSTRAINTS

CC

Whatconstraintspreventyourcustomersfromtakingactionorlimittheirchoicesofsolutions?

- Concernaboutmisuseofpersonalinformation
- Worryaboutunreliableconnections
- Inadequateproductknowledge
- PotentialScam
- Timeconsuming

5.AVAILABLESOLUTIONS

AS

Whichsolutionsareavailabletothecustomerswhentheyfacetheproblemorneedtogetthejobdone?Whathavetheytriedinthepast?Whatpros&consdothesesolutions have?

Pros	Cons
Promotion of people's skillset	Delivering false information
Marketing of company infrastructure	Occurrence of fraudulent activity
Cultivate commercial relationship	Intense competition

ExploreAS,differentiate

RC

9.PROBLEMROOTCAUSE

What is the real reason that this problem exists?Whatisthebackstorybehindtheneedtodothisjob ?
i.e.,customershavetodoitbecauseofthechangeinregulations.

- Jobs that are listed on unreliable platforms maybefraudulent
- Companiesfailtodisclosetheirtrueinfrastructure
- Some job portals want payment in advanceofthejobstarting.
- Userspostfalsecredentials
- Userspretendtohaveexpertiseinaskillsetthey lack

BE

7. BEHAVIOUR

Whatdoesyourcustomerdotoaddresstheproblemandgetthejobdone? i.e., directly related: find the right solar panel installer, calculate usage and benefits;indirectlyassociated:customersspendfreetimeonvolunteeringwork(i.e.Greenpeace)

- When Users apply for fraudulent jobs, they getunhappyduetowastedtime
- Users were not satisfied when platforms allowedhirers topostjobsthat were not real
- Cheatingduringonlinerecruitmentprocess
- When candidates with inadequate qualificationsapply foraposition,employersbecomeirritated.

FocusonJ&P,tapint C

SL

10.YOURSOLUTION

Ifyouareworkingonanexistingbusiness,writedownyourcurrentsolutionfirst,fillinthe canvas,andcheckhowmuchitfitsreality.

To develop an end-to-end web application which indefault have a lot of current job openings through jobsearch API out of which appropriate job will berecommended based onuser skill set. At the same timestudents can develop their skills side by side with variouscourses and webinars offered by reputed organization. Inadditiontothisasmartchatbotwillbe availablefor24*7 whichcanhelp users infindingtherightjob.

CH

8. CHANNELSOFBHAVIOUR

8.1 ONLINE
Whatkindofactionsdocustomerstakeonline?Extractonlinechannelsfrom#7

- Applyforjobs
- ReviewjobapplicationsAttendinitallevelassessment

8.2 OFFLINE
Whatkindofactionsdocustomerstakeoffline?Extractofflinechannelsfrom#7andusethe mforcustomerdevelopment.

- Finallevelinterview
- Checkoutlocationandinfrastructureofcompany
- Finalizepaperwork

Extractonline&offline CHofBE