

CORPORATE EMPLOYEE ATTRITION ANALYTICS

PROBLEM SOLUTION FIT

1. CUSTOMER SEGMENT(CS)

THE DEPARTURE OF EMPLOYEE FROM THE ORGANIZATION OF ANY REASON INCLUDING
RESIGNATION TERMINATION DEATH OR RETIREMENT.

2. JOB-TO-BE-DONE / PROBLEM

- ☐ TERMINATE OF INEFFICIENT EMPLOYEE.
- ☐ APPRECIATE GOOD WORKING
- ☐ HIRE THE RIGHT PEOPLE
- ☐ ALLOT RESPONSIBILITIES WISELY

3. TRIGGERS

- ☐ DEATHS
- ☐ LAYOFFS
- ☐ TRANSFERS

4. EMOTIONS:

- ☐ STRESSED AND CONFUSED
- ☐ TROUBLED AND WORRIED

5. AVAILABLE SOLUTION

- ☐ STRUCTURED RETIREMENT PLANS
- ☐ IMPROVE THE QUALITY OF PRODUCT
- ☐ HIRING NEW CANDIDATE
- ☐ INCREASED PRODUCTIVITY

6. CUSTOMER CONSTRAINT

- ☐ CLARIFY THE GROWTH & CAREER PATH
- ☐ HEALTHY PLEASANT & ENGAGED ENVIRONMENT
- ☐ WORK LIFE BALANCE

7. BEHAVIOUR

PAIN:

☐ HEALTH INSURANCE

- ☐ JOB SECURITY
- ☐ FLEXIBLE WORKING

GAIN:

- ☐ BETTER PRODUCTIVITY
- ☐ LACK OF FLEXIBILITY
- ☐ INCREASE PROFITABILITY

8. CHANNELS OF BEHAVIOUR

ONLINE:

ACCESSING WEB PAGE

9. PROBLEM ROOT CAUSE

- ☐ POOR WORKING CULTURE
- ☐ INTERPERSONAL CONFLICT
- ☐ NO EMPLOYEE RECOGNITION
- ☐ LOW PACKAGE

10. YOUR SOLUTION

- ☐ APPROPRIATE TRAINING
- ☐ ENGAGING YOUR EMPLOYEE
- ☐ STRUCTURE RETIREMENT PLANS
- TRAIN YOUR MIDDLE MANAGERS