

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S) Students who have recently completed their schooling and ready to get admitted into top universities.</div> <div>CS</div>	<div>6. CUSTOMER CONSTRAINTS Customer should receive right information about the universities. Customer's personal data should be kept confidential. Time of prediction should be less. Prediction should be accurate.</div> <div>CC</div>	<div>5. AVAILABLE SOLUTIONS Scores of JEE mains, advanced can also be used for predicting admissions along with cut offs.</div> <div>AS</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS Need to predict the university where they can be admitted. The information they provide should be kept confidential. Right and accurate information about universities should be shared with them.</div> <div>J&amp;P</div>	<div>9. PROBLEM ROOT CAUSE There are more competition and admission criteria change every year.</div> <div>RC</div>	<div>7. BEHAVIOUR Customer spends more money to get admission in universities. Customer also spend time in searching in the details about universities.</div> <div>BE</div>	
Identify strong TR & EM	<div>3. TRIGGERS Seeing students who use this predictor and get admissions on desired university. The accuracy of past predictions.</div> <div>TR</div>	<div>10. YOUR SOLUTION To create a solution to predict university admission accurately and efficiently in order to help students in selecting college using</div> <div>SL</div>		Identify strong TR & EM
	<div>8. CHANNELS of BEHAVIOUR 8.1 ONLINE Customer search about the colleges in internet and gather the eligibility criteria and other information.</div> <div>CH</div>			

	<p><b>4. EMOTIONS: BEFORE / AFTER</b></p> <p>Before: Anxious, confused ,Worried</p> <p>After: more confident ,satisfied, complete</p>	<p>student's cutoff ,category ,marks etc.</p>	<p>8.2 OFFLINE</p> <p>Customer visit the universities to gather information and gather information from students studying there.</p>	
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