

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.	6.CUSTOMER CONSTRAINT <ul style="list-style-type: none"> ○ Clarify the growth & Career path ○ Healthy,Pleasant & Engaged Environment ○ Work life balance 	5.AVAILABLE SOLUTION <ul style="list-style-type: none"> ○ Structured retirement plans ○ Improve the quality of product ○ Hiring new candidate ○ Increased productivity
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2.JOB-TO-BE-DONE / PROBLEM <ul style="list-style-type: none"> ○ Appreciate good working ○ Hire the right people ○ Allot responsibilities wisely ○ Terminate of inefficient employee. 	9.PROBLEM ROOT CAUSE <ul style="list-style-type: none"> ○ Poor working culture ○ Interpersonal conflict ○ No employee recognition ○ Low package 	7. BEHAVIOUR Pain: <ul style="list-style-type: none"> ○ Health Insurance ○ Job Security ○ Flexible Working Gain: <ul style="list-style-type: none"> ○ Better Productivity ○ Lack of Flexibility ○ Increase Profitability
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3. TRIGGERS <ul style="list-style-type: none"> ○ Deaths ○ Layoffs ○ Transfers 	10. YOUR SOLUTION <ul style="list-style-type: none"> ○ Appropriate training ○ Engaging your employee ○ Structure retirement plans ○ Train your middle managers 	8. CHANNELS OF BEHAVIOUR Online: Accessing web page
4. EMOTIONS: <ul style="list-style-type: none"> ○ Stressed&confused ○ Troubled&worried 		