

# Project Design Phase-I

## Problem – Solution Fit Template

Date	19 September 2022
Team ID	PNT2022TMID32660
Project Name	Skill and Job Recommender
Maximum Marks	2 Marks

### Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

### Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ **Understand the existing situation in order to improve it for your target group.**

### Template:

Define CS, fit into CC	<b>1. CUSTOMER SEGMENT(S)</b> <span style="float: right; background-color: #ffc107; padding: 2px 5px;">CS</span> Customer skills are traits and practices that equip you to address customer needs and foster a positive experienced, in general customer skills rely heavily on problem solving and communication.	<b>6. CUSTOMER CONSTRAINTS</b> <span style="float: right; background-color: #ffc107; padding: 2px 5px;">CC</span> <ul style="list-style-type: none"> <li>Applying for tons of irrelevant jobs</li> <li>Confusions in knowing his/her skills</li> <li>Fears, Frustrations and Obstacles</li> </ul>	<b>5. AVAILABLE SOLUTIONS</b> <span style="float: right; background-color: #ffc107; padding: 2px 5px;">AS</span> <ul style="list-style-type: none"> <li>Able to identify the jobs related to him/her skills</li> <li>To devise recommender model which recommends job to the seeker based on their skills.</li> <li>Datasets includes job offers and job seekers interaction such as rating, likes and reviews.</li> </ul>	Explore AS, differentiate
	<b>2. JOBS-TO-BE-DONE / PROBLEMS</b> <span style="float: right; background-color: #ffc107; padding: 2px 5px;">J&amp;P</span> One biggest issue is the scalability of algorithms having real-world datasets under the recommendation system, a huge changing data is generated by user-item interactions in the form of ratings and reviews and consequently, scalability is a big concern for these datasets.	<b>9. PROBLEM ROOT CAUSE</b> <span style="float: right; background-color: #ffc107; padding: 2px 5px;">RC</span> The recommender system technology aims to help users in finding jobs that matches their personnel interests, it has a successful usage in e-commerce applications to deal with problems related to information overload efficiently. In order to improve the e-recruiting functionality, the recommender system has been enhanced for building personalized recommender systems for candidates and job matching.	<b>7. BEHAVIOUR</b> <span style="float: right; background-color: #ffc107; padding: 2px 5px;">BE</span> Recommendation Systems to increase user interaction with the services they provide. Recommendation systems are efficient machine learning solutions that can help increase customer satisfaction and user retention, and lead to a significant increase in your business revenues	
Identify strong TR & EM	<b>3. TRIGGERS</b> <span style="float: right; background-color: #c6e0b4; padding: 2px 5px;">TR</span> Job recommendation system has the ability to predict whether a particular user would prefer an item or not based on the user's profile. Recommender systems are beneficial to both service providers and users. They reduce transaction costs of finding and selecting items in an online shopping environment.	<b>10. YOUR SOLUTION</b> <span style="float: right; background-color: #c6e0b4; padding: 2px 5px;">SL</span> By giving opportunities to more jobless persons, and people who are having enormous talent but they don't have their opportunity to expose it accurately. And providing jobs to people on their basis of their education to people who have completed till schooling and who don't have yet a job to fulfill their basic needs can able to get job on the basis of their qualifications, so that everyone can get their job for their survival.	<b>8. CHANNELS of BEHAVIOUR</b> <span style="float: right; background-color: #c6e0b4; padding: 2px 5px;">CH</span> If a customer wants to call in with an issue, you need to make sure someone helpful answers. Listen to customer feedback, solve the customers problem, interact with your customer, be honest with customer, Build a customer-focused company culture, adjust your prices, make continuous effort towards improvements.	Extract online & offline CH of BE
	<b>4. EMOTIONS: BEFORE / AFTER</b> <span style="float: right; background-color: #c6e0b4; padding: 2px 5px;">EM</span> One important key to success is self-confidence. So with self confidence, very individual can able to build up their career, work hard with courageous mind and will power everyone can able to achieve success in life. Every jobless person with self confidence they can be able to build up their career and achieve their goal.			

### References:

- <https://www.ideahackers.network/problem-solution-fit-canvas/>
- <https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe>