

<p>CUSTOMER SEGMENT(S)</p> <p>1. HR</p> <p>2. Talent Acquisition Team</p> <p>3. Head Hunter Organization</p>	<p>6. CUSTOMER CONSTRAINTS</p> <p>Multitudinous factors that are difficult to take into consideration for manual analysis.</p>	<p>5. AVAILABLE SOLUTIONS</p> <p>Predict whether an employee will stay in the organization for a period of time.</p>
<p>2. JOBS-TO-BE-DONE / PROBLEMS</p> <p>Develop solution to identify factors responsible for employees to leave an organization</p>	<p>9. PROBLEM ROOT CAUSE</p> <p>1. Unsatisfactory work life balance</p> <p>2. Low pay.</p> <p>3. Toxic working environment</p> <p>4. No scope for growth.</p>	<p>7. BEHAVIOUR</p> <p>Re-negotiate salary and promotion.</p>
<p>3. TRIGGERS</p> <p>Talented work force leaving the organization to work for the competitors.</p>	<p>10. SOLUTION</p> <p>Use historic data of employee, previous employer and survey to find the factors responsible.</p>	<p>8. CHANNELS of BEHAVIOUR</p> <p>Offline - Resigning</p>
<p>4. EMOTIONS: BEFORE / AFTER</p> <p>In Control.</p>		