

Problem-Solution Fit canvas

Purpose / Vision

Version:

Define CS, fit into CL	1. CUSTOMER SEGMENT(S) CS <i>Students who are seeking to pursue studies in abroad</i>	6. CUSTOMER LIMITATIONS CL <small>EG. BUDGET, DEVICES</small> <i>There is no limitation for customer need is to have a good network connection and device to do the calculations.</i>	5. AVAILABLE SOLUTIONS AS <small>PLUSES & MINUSES</small> <i>There is already some consultancy and agencies to guide and help the customers</i>	Explore AS, differentiate
	2. PROBLEMS / PAINS + ITS FREQUENCY PR <i>To predict whether the candidate(Customers)is eligible to get through the college based on his scores</i>	9. PROBLEM ROOT / CAUSE RC <i>People don't know how to select good college after taking these exam or they hardly have any idea to select college based on reputation</i>	7. BEHAVIOR + ITS INTENSITY BE <i>Customer may consult with their friends, relative or any coaching center where they may or may not get trained . Or without any advice or and oversight they may apply to universities and may end up rejected</i>	
Focus on PR, tap into BE, understand RC	3. TRIGGERS TO ACT TR <i>By seeing other candidates or friends aim to continue their studies overseas or creating a passion or interest to dig deep in their academics</i>	10. YOUR SOLUTION SL <i>We developed a website to predict whether you are eligible or not based on cloud and machine learning algorithm and also based on GRE and TOEFL scores</i>	8. CHANNELS of BEHAVIOR CH ONLINE <i>Can use any device when the customer is online</i>	Extract online & offline CH of BE
	4. EMOTIONS EM <small>BEFORE / AFTER</small> <i>Afraid whether they can get in the university or not</i>		OFFLINE <i>Can't do anything when they are offline</i>	



Problem-Solution fit canvas is licensed under a Creative Commons Attribution-NonCommercial-NoDerivatives 4.0 International License. Designed by Daria Nepriakhina / [IdeaHackers.nl](https://ideaHackers.nl) - we tailor ideas to customer behaviour and increase solution adoption probability.