

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS <ol style="list-style-type: none"> Students who are willing to join in specific course which are available in our college. Students can actively participate in sports. 	6. CUSTOMER CONSTRAINTS CC <ol style="list-style-type: none"> Required active internet connection. System will provide inaccurate results if data entered incorrectly. 	5. AVAILABLE SOLUTIONS AS <ol style="list-style-type: none"> 24/7 Net availability and hospital facility. Maintenance of laboratory with good conditions 	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS J&P <ol style="list-style-type: none"> Maintenance of the university. Knowledgeable staff will be present in the university. Providing libraries where students can receive support to solve their questions and problems, enhancing their study experience. 	9. PROBLEM ROOT CAUSE RC <ol style="list-style-type: none"> It will be easy to segregate the students based on the criteria. To determine the level of performance necessary to ascertain whether student performance on the measure indicates that the program outcome has been achieved. 	7. BEHAVIOUR BE <ol style="list-style-type: none"> Students should be up to the criteria to get the admission from the university. Students should involve in the volunteering activities while conducting the cultural programs. 	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	3. TRIGGERS TR Students will join in our university by seeing others. 4. EMOTIONS: BEFORE / AFTER EM Students feel like they can survive in this world with enough knowledge after joining in this university.	10. YOUR SOLUTION SL Students who are willing to take up the courses will gain the knowledge and at last they will come outside with the degree in hand.	8. CHANNELS OF BEHAVIOUR CH <ol style="list-style-type: none"> ONLINE They can enhance many courses freely so that they can develop their skills OFFLINE They can interact with faculty and other students to enhance communication skills. 	Identify strong TR & EM

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