

## IDEATION PHASE

### Define the Problem Statements

|               |                                     |
|---------------|-------------------------------------|
| Date          | 13 October 2022                     |
| Team ID       | PNT2022TMID343                      |
| Project Name  | Project – Skill and Job Recommender |
| Maximum Marks | 2 Marks                             |

#### Customer Problem Statement Template:

Create a problem statement to understand your customer's point of view. The Customer Problem Statement template helps you focus on what matters to create experiences people will love.

A well-articulated customer problem statement allows you and your team to find the ideal solution for the challenges your customers face. Throughout the process, you'll also be able to empathize with your customers, which helps you better understand how they perceive your product or service.

|                            |  |   |
|----------------------------|--|---|
| <b>I am</b>                | Describe customer with 3-4 key characteristics - who are they?                                 | Describe the customer and their attributes here                             |
| <b>I'm trying to</b>       | List their outcome or "job" the care about - what are they trying to achieve?                  | List the thing they are trying to achieve here                              |
| <b>but</b>                 | Describe what problems or barriers stand in the way - what bothers them most?                  | Describe the problems or barriers that get in the way here                  |
| <b>because</b>             | Enter the "root cause" of why the problem or barrier exists - what needs to be solved?         | Describe the reason the problems or barriers exist                          |
| <b>which makes me feel</b> | Describe the emotions from the customer's point of view - how does it impact them emotionally? | Describe the emotions the result from experiencing the problems or barriers |

Reference: <https://miro.com/templates/customer-problem-statement/>

#### Example:

|            |                          |                      |   |                     |
|------------|--------------------------|----------------------|---|---------------------|
| I am       | I'm trying to            | But                  | Because   | Which makes me feel |
| a traveler | book flights on my phone | it takes a long time | The website is not responsive and doesn't have a mobile version | Frustrated          |

## Problem Statement:

| PROBLEM STATEMENT (PS) | I AM (CUSTOMER) | I'M TRYING TO           | BUT                           | BECAUSE   | WHICH MAKES ME FEEL                                 |
|------------------------|-----------------|-------------------------|-------------------------------|---|---|
| PS-1                   | Job seeker      | Looking for a job       | More manual works             | Need to go to the job agency directly   | Cumbersome<br>Annoying<br>Frustrated                |
|                        |                 |                         | Not an appropriate job        | Recommend lots of jobs that are not within or below my skills while applying online |   |
| PS-2                   | Job recruiter   | Looking for job seekers | More manual works             | Need to see through everyone's resume and do interviews for them                    | Cumbersome<br>Annoying<br>Frustrated<br>Troublesome |
|                        |                 |                         | Can't find suitable Candidate | Recommends lots of job seekers, so troublesome to get a skilled person              |   |