

Problem-Solution fit canvas 2.0

Purpose - To help the organization to retain their employee(s).

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) CS Organization which is facing high Attrition Rate.	6. CUSTOMER CONSTRAINTS CC Communication. Lack of understanding and needs of the employee(s).	5. AVAILABLE SOLUTIONS AS Better payment to reduce the rate of attrition Demerit - Job Satisfaction.	Explore AS, differentiate	
	2. JOBS-TO-BE-DONE / PROBLEMS J&P Identify the cause of Employee(s) Attrition. Prediction of employees who may leave the company.	9. PROBLEM ROOT CAUSE RC 1. Poor job satisfaction and pay 2. Not enough career opportunities 3. Poor workplace culture 4. Lack of employee motivation 5. Poor work-life balance 6. Not fitting in and feeling a sense of belonging	7. BEHAVIOUR BE Directly related - Survey, Feedback, Employee's Database; Indirectly associated - Identify the cause and predict the employee(s) who may leave.		Focus on J&P, tap into C
	3. TRIGGERS TR Comparing the level of growth between the organization(s).	10. YOUR SOLUTION SL Our Solution is discusses on the analysis of factors affecting employee attrition and predicting it beforehand so as to take the necessary measures to retain a skilled and valuable employee. It gives a detailed account of the factors affecting an employee's decision to leave the company, predicted probabilities of their leaving the company the variation of a factor's influence on them.	8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE Survey, Feedback, Employee's Database 8.2 OFFLINE No extract for offline channels		
4. EMOTIONS: BEFORE / AFTER EM Company reputation, disengagement > Confident, Increase productivity.					



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