

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>Who is your customer? i.e. working parents of 0-5 y.o. kids</div><div><ul style="list-style-type: none">The one who in needs of jobCustomer can use this platform to find job connect and strengthen professional relationship and learn the skills to succeed in their carrier</div></div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div><div><ul style="list-style-type: none">To use our platform the limitations of the user are they should be fresher and those who have not found a job in year.</div></div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div><div><ul style="list-style-type: none">While some of the platforms gives the customer requirements based upon their subscription plans but we provide the platform which is accessed by user without any subscription plans</div></div></div>	Explore AS, differentiate	
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div><ul style="list-style-type: none">User facing crashes during night time and customer supportPaid-to-use.</div></div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.</div><div><ul style="list-style-type: none">More number of users logging at night time after their work.To increase their income subscription plans are initiated.</div></div></div>	<div><div>7. BEHAVIOUR<div>What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</div><div><ul style="list-style-type: none">Due to the problem the users feels difficult to operate the online job seeking platform.Some courses were offering free of cost but due to the subscription plans user cant access the free courses</div></div></div>		
Focus on J&P, tap into BE, understand RC	Identify strong TR & EM	<div><div>3. TRIGGERS<div>What triggers customers to act? i.e. seeing their neighbour installingsolar panels, reading about a more efficient solution in the news.</div><div><ul style="list-style-type: none">By advertising through social media.By showing the results that satisfy the customer</div></div></div>	<div><div>10. YOUR SOLUTION<div>If you are working on an existing business, write down your current solution first,fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill inthe canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</div><div><ul style="list-style-type: none">Offering speed and high bit rate of security on their data's.Notification pops-up when there is job vacancy based on their requirement</div></div></div>	<div><div>8. CHANNELS of BEHAVIOUR<div>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</div><div>8.2 OFFLINE What kind of actions do customers take offl ine? Extract offline channels from #7and use them for customer development.</div><div>ONLINE: Whenever they can't go live location and search about job they prefer online mode. Customer cant travel all over the cities in search of job it's easier to look up in online platform</div><div>OFFLINE: They can extract more details about the required jobs Customer can interact with the employee one who is already on the job</div></div></div>	Identify strong TR & EM
		<div><div>4. EMOTIONS: BEFORE / AFTER<div>How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design.</div><div>Before : user find difficult to find jobs based on their need and requirement After : user can easily find the required job with satisfaction</div></div></div>			