

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer? People who are trying searching for jobs Including freshers and experienced</div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div>What constraints prevent your customers from taking action or limit their choices Of solutions? Many people cannot reach various organizations because of the process and lack of connections to reach them but from this we can directly contact the employer and this builds employer and employee connection.</div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div>Which solutions are available to the customers when they face the problem? The solutions available for the people searching for jobs there are various online platforms and they can try to get into any organization by directly</div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers? For a person who is in search for job this will be a useful platform to find their desired job and also help employer to hire the skilled people instead of hiring a person who has no information regarding that particular skill.</div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div>What is the real reason that this problem exists? What is the back story behind the need to do this job? Many people are struggling to get employed in our country there are many engineers graduating every year but many people are unable to find their desired jobs based on their skills this helps people to get their desired jobs</div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div>What does your customer do to address the problem and get the job done? Users has to register and should answer that we have asked during registration like technical skills,hobbies etc.. It will help recruiter to understand about freshers.</div></div>	
	Focus on J&P, tap into BE, understand RC			

Identify strong TR & EM	<div><div>3. TRIGGERS</div><div>TR</div><div>What triggers customers to act? Many people are looking for the jobs based on their skill set for them this will be useful and help them to get into an organization.</div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><div>We are creating a skill based job portal where we one can find the jobs based on their current skills and it helps people to form connection with various other employee and develop their network and achieve their desired job.</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>CH</div><div>8.1 ONLINE What kind of actions do customers take online? Customers will search for the jobs through sites like our site 8.2 OFFLINE What kind of actions do customers take offline? Customers may search for the jobs through referrals , advertisements.</div></div>	Identify strong TR & EM
	<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><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>			