

## Project Design Phase-I

### Problem – Solution Fit

|               |                                       |
|---------------|---------------------------------------|
| Date          | 17 October 2022                       |
| Team ID       | PNT2022TMID03974                      |
| Project Name  | Skill and Job Recommender Application |
| Maximum Marks | 2 Marks                               |

#### Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

#### Purpose:

- ☐ Solve complex problems in a way that fits the state of your customers.
- ☐ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ☐ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ☐ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ **Understand the existing situation in order to improve it for your target group.**

|  |  |   |  |                                   |
|--|--|---|--|-----------------------------------|
| Define CS, fit into CC                   | <div>1. CUSTOMER SEGMENT(S)<div>CS</div><ul style="list-style-type: none"><li>People who are looking forright job opportunities</li><li>Recruiters Who are looking to hire a Valuable Candidates for their Company</li></ul></div>                               | <div>6. CUSTOMER<div>CC</div><ul style="list-style-type: none"><li>Network Facility</li><li>Available Devices</li><li>Resume AccessLimits</li></ul></div>   | <div>5. AVAILABLE SOLUTIONS<div>AS</div><ul style="list-style-type: none"><li>Daily Job Alerts</li><li>Hiring Workflow</li><li>Finding Best match candidate Resume ParsingFunctionality</li></ul></div>  | Explore AS, differentiate         |
|  | <div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div><ul style="list-style-type: none"><li>Job seekers Facing difficulties in Finding a Suitable Jobs that fit forthem</li><li>Uninformative Job description</li><li>Limited Professional Network</li></ul></div> | <div>9. PROBLEM ROOT CAUSE<div>RC</div><ul style="list-style-type: none"><li>Privacy issue</li><li>Mismatch job recommendation based on our skillset.</li><li>Fake job offers.</li></ul></div>  | <div>7. BEHAVIOUR<div>BE</div><ul style="list-style-type: none"><li>When Candidate with inadequate Skill and Qualification apply for a position, employers get irritated</li></ul></div>   |                                   |
| Focus on J&P, tap into BE, understand RC | <div>3. TRIGGERS<div></div><ul style="list-style-type: none"><li>Chatbot that helps in Job Recommendation Getting Job based on their Skillset</li></ul></div>  | <div>10. YOUR SOLUTION<div></div><ul style="list-style-type: none"><li>Daily Local and Remote Job Alerts</li><li>Displaying the current job openings based on the user skillset.</li><li>An Alert is sent When there is opening based on User Skillset.</li><li>Job Recommendation from reputed Company Notification on new job openings.</li></ul></div> | <div>8. CHANNELS of BEHAVIOUR<div></div><div>ONLINE:<ul style="list-style-type: none"><li>Matching Job based on the user Skill Set</li><li>Apply for a job</li><li>Upload your resume</li></ul></div><div>4.Review Job Application</div><div>OFFLINE:<ul style="list-style-type: none"><li>Technical Interview</li><li>Checkout Location and Infrastructure of the Company</li></ul></div></div> | Extract online & offline CH of BE |
|  | <div>4. EMOTIONS: BEFORE / AFTER<div></div><div>Before:<ul style="list-style-type: none"><li>Stressed Dissatisfaction</li></ul></div><div>After:<ul style="list-style-type: none"><li>Quit relief</li><li>Pleasant mindset</li></ul></div></div>                 |   |  |                                   |

