Project Design Phase-I Problem – Solution Fit

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| --- | --- |
| Date | 17 October 2022 |
| Team ID | PNT2022TMID03974 |
| Project Name | Project – Job/Skill 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.

Purpose / Vision

* Network Facility
* Available Devices
* Resume Access Limits

**Explore AS, differentiate**

**1. CUSTOMER SEGMENT(S)**

**CS**

**6. CUSTOMER**

**CC 5. AVAILABLE SOLUTIONS**

**AS**

* 1. **PROBLEM ROOT CAUSE RC**

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

* Daily Job Alerts
* Hiring Workflow
* Finding Best match candidate Resume Parsing Functionality
* People who are looking for right job opportunities
* Recruiters Who are looking to

hire a Valuable Candidates for their Company

* + - Privacy issue
* Job seekers Facing difficulties in Finding a Suitable Jobs that fit for them
* Uninformative Job description
* Limited Professional Network
  + - Mismatch job recommendation based on our skillset.
    - Fake job offers.

1. **BEHAVIOUR BE** 
   * When Candidate with inadequate Skill and Qualification apply for a position, employers get irritated

**Focus on J&P, tap into BE, understand RC**

1. **TRIGGERS**
   * Chatbot that helps in Job Recommendation Getting Job based on their Skillset
2. **EMOTIONS: BEFORE / AFTER**

Before:

* + Stressed Dissatisfaction After:
    - Quit relief
    - Pleasant mindset

1. **YOUR SOLUTION**
   * Daily Local and Remote Job Alerts

**TR**

* + Displaying the current job openings based on the user skillset.
  + An Alert is sent When there is opening

based on User Skillset.

**EM**

* + Job Recommendation from reputed Company Notification on new job openings.

1. **CHANNELS of BEHAVIOUR**

ONLINE:

**SL**

**CH**

**Extract online & ofﬂine CH of BE**

* + Matching Job based on the user

Skill Set

* + Apply for a job
  + Upload your resume 4.Review Job Application OFFLINE:
  + Technical Interview
  + Checkout Location and Infrastructure of the Company



**Identify strong TR & EM**

**Focus on J&P, tap into BE, understand RC**

**Deﬁne CS, ﬁt into CC**

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