

1. CUSTOMER SEGMENT(S)

CS

Define CS, fit into

- Job seeker
- Student
- Manager

6. CUSTOMER

CC

- **Anxiety**-customer began to get anxious when they still no idea about for their suitable job.
- **Mysteries**-they might Called it mysteries which they can't able to conclude it (founded thing) and giveup.

5. AVAILABLE SOLUTIONS

AS

Explore AS,

- By searching jobs.
- By gathering the information from the peoples and come to understanding.

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

Focus on J&P, tap into BE, understand

- Find the suitable job is difficult.
- Giving the necessary information for particular thing which needs for customer

9. PROBLEM ROOT CAUSE

RC

- Unaware of the object
- New to environment

7. BEHAVIOUR

BE

Focus on J&P, tap into BE, understand

When the user Don't have the knowledge about particular thing (finding job) this kind of situation occurs.

3. TRIGGERS

TR

Identify strong TR & EM

- To help peoples to get extra knowledge about the thing in.

4. EMOTIONS: BEFORE / AFTER

EM

- **Before:** unease about something with an uncertain outcome (showing worry)
- **After:** pleasure of blessedness and brightness in face.

10. YOUR SOLUTION

SL

To develop and end to end web application capable of displaying current job opening based on the user skill set.
Students can also enquire about skills that are required to their desired job.

8.CHANNELS of BEHAVIOUR

CH

Extract online & offline CH of BE

8.1 ONLINE

- Online websites
- Social media platforms

8.2 OFFLINE

- Customer throw words