

1. CUSTOMER SEGMENT(S)

CS

- Job seeker
- Student
- Manager
- People's

Define CS, fit into

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 give up.

5. AVAILABLE SOLUTIONS

AS

- By searching jobs.
- By gathering the information from the peoples and come to understanding.
- Update the job platform when getting a new information

Explore AS,

2. JOBS-TO-BE-DONE / PROBLEMS

J&P

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

Focus on J&P, tap into BE, understand

9. PROBLEM ROOT CAUSE

RC

- Unaware of the object
- New to environment
- Fear about the environment
- Last min getting fear

7. BEHAVIOUR

BE

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

To recommend the people about their required skill to get their jobs

Focus on J&P, tap into BE, understand

3. TRIGGERS

TR

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

Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER

EM

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

10. YOU'RE 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

8.1 ONLINE

- Online websites
- Social media platforms
- Online course

8.2 OFFLINE

- Customer throw words

Extract online & offline CH of BE