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Problem-Solution fit canvas 2.0

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Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S)<div>CS</div></div> <div>Who is your customer? Job seeking candidates(experienced/freshers)</div> <div><ul style="list-style-type: none">The primary level of customers, targeted in this domain is the job seekers. To be more specific freshers who have just finished their college and other skilled and experienced candidates.The next level of customers will be the recruiters who look to find a suitable candidate to take on the assigned role.</div>	<div>6. CUSTOMER CONSTRAINTS<div>CC</div></div> <div>What constraints prevent your customers from taking action or limit their choices of solutions? i.e. spending power, budget, no cash, network connection, available devices.</div> <div>People who really don't know what are the skills they posses and fraudulent recruiters who deceive people with fake job offers are the main constraints to be looked upon while implementing this application.</div>	<div>5. AVAILABLE SOLUTIONS<div>AS</div></div> <div>Which solutions are available to the customers when they face a problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking</div> <div>Applications like LinkedIn and naukri are examples for this kind of application where they can connect with many people and get their job seeking done. But main disadvantage is they won't recommend any jobs based on the skillset of the candidate.</div>	Explore AS, differentiate			
	<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? There could be more than one; explore different sides.</div> <div>The main problem is to find the best application to find a suitable job for the user based on skillset.</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 develop this application?</div> <div><ul style="list-style-type: none">The real reason that the problem exists is that there are increasing number of graduates in recent times, which has left a lot of graduates unemployed.There are many numbers of freshers who have just completed their degree or the beginners who find difficulty in finding job satisfaction. The main reason behind them facing such kind of issues is that people are unable to discover what their skills are and what kind of fields are they interested in.The main agenda behind developing this application is help the unemployed and the people who doesn't have job satisfaction. The app helps them find their skillsets and particular area or field in which they are interested in so that they could find jobs according to their skills and interests to bring out success to both themselves and the organisation.</div>	<div>7. BEHAVIOUR<div>BE</div></div> <div>What does your customer do to address the problem and get the job done? i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</div> <div><ul style="list-style-type: none">The primary reason of address is the problem faced by the primary customers, that is, the job seekers.The best way to address the problem is to find out the skillsets and find jobs which best suits their skills .</div>		Focus on J&P, tap into BE, understand RC		
Identify strong TR & EM	<div>3. TRIGGERS<div>TR</div></div> <div>What triggers customers to act? i.e. not finding a job that gives them the satisfaction.</div> <div>People who are extremely skilled in a particular domain, sometimes find it difficult to find a job that suits their skillset. This triggers the customer to go in search of an end-to-end application that makes their work easier.</div>	<div>10. YOUR SOLUTION<div>SL</div></div> <div>If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits reality. If you are working on a new business proposition, then keep it blank until you fill in the canvas and come up with a solution that fits within customer limitations, solves a problem and matches customer behaviour.</div> <div><ul style="list-style-type: none">The project focuses on recommending jobs based on their skillset which will be tested by application itself.The application tests the job seekers using assessments and shows the percentage of skills.The application also filters salary range of the job roles so that they can apply to the jobs based on their requirement.The application also provides the information about the previous companies the candidate worked.</div>	<div>8. CHANNELS of BEHAVIOUR<div>CH</div></div> <div><div>8.1 ONLINE</div><div>What kind of actions do customers take online? Extract online channels from #7</div><div>The customers will have to access the application online by logging into it. The job seekers will have to attend a set of quizzes and assessments to find out their skills and area of interest and find jobs accordingly..</div></div> <div><div>8.2 OFFLINE</div><div>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</div><div>There is nothing that the customers have to do offline. All that is needed is for them to take the required assessments to find out their skills.</div></div> <td rowspan="2">Extract online & offline CH of BE</td>	Extract online & offline CH of BE			

