1. CUSTOMER SEGMENT(S) **CS**

Who is your customer?

The main customers for our project are:

- Persons who are seeking for jobs

- Persons who recruit the job candidates

6. CUSTOMER CONSTRAINTS **CC**

What constraints prevent your customers from taking action or limit their choices of solutions?

- Not having good network connections.
- Having thoughts that listed jobs may be fraudulent.
- Concern about misuse of personal information
- Lack of knowledge of user guide to use an app

5. AVAILABLE SOLUTIONS **AS**

Which solutions are available to the customers when they face the problem or need to get the job done? What have they tried in the past? What pros & cons do these solutions have?

Pros	Cons
Promotion of people's skillset	Delivering false information
Marketing of company infrastructure	Occurrence of fraudulent activity
Cultivate commercial relationship	Intense competition

Focus on J&P, tap into C

2. JOBS-TO-BE-DONE / PROBLEMS **J&P**

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

- Solves the problem of getting undesirable jobs to the person who is an esteemed talent.
- Simpler searching of correct jobs based on their requirements remotely.
- Simpler to identify people with the necessary skills
- Filtering jobs easily.

9. PROBLEM ROOT CAUSE **RC**

What is the real reason that this problem exists?
What is the backstory behind the need to do this job?
i.e., customers have to do it because of the change in regulations.

- Some apps need the user to pay in advance for joining the job.
- Companies fail to disclose their true infrastructure
- Not in the proper environment during recruitment. i.e.attend the process in person instead of having it online.

7. BEHAVIOR **BE**

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)

- Get irritated by fraudulent jobs.
- Malpractice in recruitment process
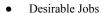- Time wastage because of non-updated content which will provide the older job vacancy.

Focus on J&P, tap into C

3. TRIGGERS **TR**

What triggers customers to act? i.e., seeing their neighbors installing solar panels, reading about a more efficient solution in the news.

- Desirable Jobs
- legal jobs instead of falling for fraudulent

4. EMOTIONS: BEFORE / AFTER **EM**

How do customers feel when they face a problem or a job and afterwards?

BEFORE:
- lack of knowledge about the job vacancy.
- Process of recruitment is not easy .
- Person with esteemed talent in an undesirable job.

AFTER:
- Get updates about job vacancies.
- Process of recruitment is easy based on their resume or domains.
- Person with esteemed talent in an undesirable job.

10. YOUR SOLUTION **SL**

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.

An app through which any person can log in and find the jobs by using the search option or they can directly interact with the chatbot and get their dream job remotely.Also users can be able to search based on filters which makes it easier for users to get their required jobs easily and also chatbot will be available for 24 hours and jobs can be listed using API which makes efficient for the user to choose their desire jobs.

8. CHANNELS OF BEHAVIOR **CH**

8.1 ONLINE

What kind of actions do customers take online? Extract online channels from #7

- Search and apply for a required job.
- Provide details for matching jobs.
- Take assessments

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

- Documentation verification
- Final process of recruitment
- Internship/Training

Extract online & offline CH of BE

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