1. CUSTOMER SEGMENT(S) `CS`

Define CS, fit into CC

- ➢ The customer of this project will be the HR professionals, the administration or the person with the higher power authority who are responsible for their lower-level employees.

- ➢ The customer uses the employee data

6. CUSTOMER CONSTRAINTS `C`

- ➢ The constraints which the customer would face may be the lack of skilled employee or the amount of surplus employee would bring the issue in decision making in taking the appropriate results.

5. AVAILABLE `A`

Explore AS, differentiate

- ➢ Initially the performance of the employee is observed manually by the higher officials.
- ➢ But this may lead to imbalance in treating all employees as same.
- ➢ But the analysis will be completely digital so that there may not occur any favourism.

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

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

- ➢ Initially data has to be collected and formatted in a proper way.

- ➢ A deep analysis of the employee data should be done in order to gain the results.

- ➢ The problem which may arise here is sometimes the data may be an invalid or incorrect data which affects the results.

9. PROBLEM ROOT CAUSE `R`

- ➢ To identify the potential employees.
- ➢ To find the reason of employee attrition
- ➢ To improve the organization profit by retaining good talents.
- ➢ To consider every employee performance.

7. BEHAVIOUR `B`

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

- ➢ Directly related with the higher authorities.

- ➢ Indirectly related with the knowledge of the employees.

3. TRIGGERS `TR`

Identify strong TR & EM

- ➢ With the analysis, the employee will be more aware of his responsibilities being done.

- ➢ It encourages good employees to step forward in their career and it serves as a warning for those employees who are not being responsible in their work.

4. EMOTIONS: BEFORE / AFTER `EM`

The good employees will be encouraged and the irresponsible ones will be noticed.

10. YOUR SOLUTION `SL`

The solution would be the attrition analytics which gains the useful results which may be beneficial both to the employees as well as to the organization.

8.1 ONLINE CHANNELS `CH`

Identify strong TR & EM

The customers can perform visualization using different graphs, can draw many useful insights from it.

8.2 OFFLINE CHANNELS `CH`

Using the results which was collected, the action may be taken offline.

Preparing datasets can be done offline.