

Define CS, fit into CC	1. CUSTOMER SEGMENT(S) Who is your customer? i.e. working parents of 0-5 y.o. kids	6. CUSTOMER CONSTRAINTS 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.	5. AVAILABLE SOLUTIONS 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? i.e. pen and paper is an alternative to digital notetaking	Explore AS, differentiate
	1. JOB SEEKERS 2. RECRUITERS	1. An issue is unreliable connections 2. Misuse of personal information 3. A process that uses a lot of time 4. Lack of product knowledge	The solutions available for the people searching for the jobs there are various online platform and they can get into any organisation by directly	
Focus on J&P, tap into BE, understand RC	2. JOBS-TO-BE-DONE / PROBLEMS Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.	9. PROBLEM ROOT CAUSE What is the real reason that this problem exists? What is the back story behind the need to do this job? i.e. customers have to do it because of the change in regulations.	7. BEHAVIOUR 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)	Focus on J&P, tap into BE, understand RC
	For a person who is in search for job this will be a useful platform to find their desired job and also help employer to hire the skilled people instead of hiring a person who has no information regarding that particular skill. simplifying the job filtering process	Although many engineers graduate each year in our nation, many people struggle to obtain employment based on their qualifications. This aids people in finding the employment they want.	Users must register and provide the information we requested during registration, such as their technical talents, hobbies, etc. It will assist recruiters in better understanding freshmen.	
Identify strong TR & EM	3. TRIGGERS What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.	10. YOUR SOLUTION 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.	8. CHANNELS of BEHAVIOUR 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7	Extract online & offline CH of BE
	4. EMOTIONS: BEFORE / AFTER How do customers feel when they face a problem or a job and afterwards? i.e. lost, insecure > confident, in control - use it in your communication strategy & design. Before Lack knowledge about job vacancy No proper platform to showcase skillset After User receive updates on job vacancies Easy recruitment process	We are developing a skill-based employment portal where people can find jobs based on their present talents. It also enables people to interact with other workers, expand their network, and land the job they want.	8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. Customers may search for the jobs through referrals, advertisements.	