

## Project Design Phase-I

### Problem – Solution Fit Template

Date	19 September 2022
Team ID	PNT2022TMID06519
Project Name	Skill and Job Recommender Application
Maximum Marks	2 Marks

#### Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

#### Template:

<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">Define CS, fit into CC</div> <div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">1. CUSTOMER SEGMENT(S) <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">CS</span></div> <p>Who is your customer?</p> <p>The main customers for our project are:</p> <ul style="list-style-type: none"> <li>Persons who are seeking employment</li> <li>Persons that recruit job candidates</li> </ul>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">6. CUSTOMER CONSTRAINTS <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">CC</span></div> <p>What constraints prevent your customers from taking action or limit their choices of solutions?</p> <ul style="list-style-type: none"> <li>Concern about misuse of personal information</li> <li>Worry about unreliable connections</li> <li>Inadequate product knowledge</li> <li>Potential Scam</li> <li>Time consuming</li> </ul>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">5. AVAILABLE SOLUTIONS <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">AS</span></div> <p>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 &amp; cons do these solutions have?</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="text-align: left; padding: 2px;">Pros</th> <th style="text-align: left; padding: 2px;">Cons</th> </tr> <tr> <td style="padding: 2px;">Promotion of people's skillset</td> <td style="padding: 2px;">Delivering false information</td> </tr> <tr> <td style="padding: 2px;">Marketing of company infrastructure</td> <td style="padding: 2px;">Occurrence of fraudulent activity</td> </tr> <tr> <td style="padding: 2px;">Cultivate commercial relationship</td> <td style="padding: 2px;">Intense competition</td> </tr> </table>	Pros	Cons	Promotion of people's skillset	Delivering false information	Marketing of company infrastructure	Occurrence of fraudulent activity	Cultivate commercial relationship	Intense competition
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<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">Focus on J&amp;P, tap into</div> <div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">2. JOBS-TO-BE-DONE / PROBLEMS <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">J&amp;P</span></div> <p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p> <ul style="list-style-type: none"> <li>Create a platform to facilitate job searching</li> <li>A platform to make it simpler to identify people with the necessary skills</li> <li>Make the job-filtering process simpler</li> <li>Profile with safe personal data</li> </ul>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">9. PROBLEM ROOT CAUSE <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">RC</span></div> <p>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.</p> <ul style="list-style-type: none"> <li>Jobs that are listed on unreliable platforms maybe fraudulent</li> <li>Companies fail to disclose their true infrastructure</li> <li>Some job portals want payment in advance of the job starting.</li> <li>Users post false credentials</li> <li>Users pretend to have expertise in a skillset they lack</li> </ul>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">7. BEHAVIOUR <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">BE</span></div> <p>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)</p> <ul style="list-style-type: none"> <li>When Users apply for fraudulent jobs, they get unhappy due to wasted time</li> <li>Users were not satisfied when platforms allowed hirers to post jobs that were not real</li> <li>Cheating during online recruitment process</li> <li>When candidates with inadequate qualifications apply for a position, employers become irritated.</li> </ul>								
<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">Identify strong TR &amp; EM</div> <div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">3. TRIGGERS <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">TR</span></div> <p>What triggers customers to act? I.e., seeing their neighbors installing solar panels, reading about a more efficient solution in the news.</p> <ul style="list-style-type: none"> <li>Job Alerts</li> </ul>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">10. YOUR SOLUTION <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">SL</span></div> <p>If you are working on an existing business, write down your current solution first, fill in the canvas, and check how much it fits really.</p> <p>To develop an end-to-end web application which in default have a lot of current job openings through job search API out of which appropriate job will be recommended based on user skill set. At the same time students can develop their skills side by side with various courses and webinars offered by reputed organization. In addition to this a smart chat bot will be available for 24*7 which can help users in finding the right job.</p>	<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">8. CHANNELS OF BEHAVIOUR <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">CH</span></div> <p>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</p> <ul style="list-style-type: none"> <li>Apply for jobs</li> <li>Review job applications Attend initial level assessment</li> </ul> <p>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p> <ul style="list-style-type: none"> <li>Final level interview</li> <li>Checkout location and infrastructure of company</li> <li>Finalize paperwork</li> </ul>								
<div style="background-color: #f0f0f0; padding: 2px; text-align: center; font-weight: bold; margin-bottom: 5px;">4. EMOTIONS: BEFORE / AFTER <span style="float: right; background-color: #e0e0e0; padding: 2px 5px; font-weight: bold;">EM</span></div> <p>How do customers feel when they face a problem or a job and afterwards?</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th style="text-align: left; padding: 2px;">Emotions-Before</th> <th style="text-align: left; padding: 2px;">Emotions-After</th> </tr> <tr> <td style="padding: 2px;">Lack of knowledge about job vacancy.</td> <td style="padding: 2px;">User receive updates on job vacancies.</td> </tr> <tr> <td style="padding: 2px;">No proper platform to showcase skillset</td> <td style="padding: 2px;">Exhibit skillset in profile.</td> </tr> <tr> <td style="padding: 2px;">More paperwork during recruitment</td> <td style="padding: 2px;">Easy recruitment process</td> </tr> </table>	Emotions-Before	Emotions-After	Lack of knowledge about job vacancy.	User receive updates on job vacancies.	No proper platform to showcase skillset	Exhibit skillset in profile.	More paperwork during recruitment	Easy recruitment process		
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