

Define CS, fit into CC	<div>CS</div> <div>1. CUSTOMER SEGMENT(S)</div> <div>People who are searching for the job with required skills like freshers, graduates, jobless people.</div>	<div>CC</div> <div>6. CUSTOMER CONSTRAINTS</div> <div>Availability of devices like laptop to access our application and proper internet connection.</div>	<div>AS</div> <div>5. AVAILABLE SOLUTIONS</div> <div>Stay on top of industry trends and news. Networking with those who are in companies you are looking for.</div>	Explore AS, differentiate RC
	<div>J&P</div> <div>2. JOBS-TO-BE-DONE / PROBLEMS</div> <div>Difficulties faced by the job seekers to find a job suitable for them. Job descriptions are not provided properly. Fake job offers.</div>	<div>RC</div> <div>9. PROBLEM ROOT CAUSE</div> <div>Job recommendations that don't fit our skill set. Improper networking with industry professionals.</div>	<div>BE</div> <div>7. BEHAVIOUR</div> <div>The candidate should provide their skillsets to recommend the jobs suited for them.</div>	
Identify strong TR & EM	<div>TR</div> <div>3. TRIGGERS</div> <div>Seeing others getting the job more than they deserve.</div>	<div>SL</div> <div>10. YOUR SOLUTION</div> <div>Displaying the current job openings based on the user skillset. Including the chatbot in the application to solve their queries and recommend the job related to their skillset. Getting job recommendations from the high reputed companies.</div>	<div>CH</div> <div>8.CHANNELS OF BEHAVIOUR</div> <div>8.1 ONLINE</div> <div>Finding the job based on the skill through recommender system. Then apply for the job.</div> <div>8.2 OFFLINE</div> <div>Finding the job through news papers, advertisement, then Interview process, Technical interview, General HR,</div>	Identify strong TR & EM
	<div>EM</div> <div>4. EMOTIONS: BEFORE / AFTER</div> <div>Before:<ul style="list-style-type: none">Dissatisfaction of job.After:<ul style="list-style-type: none">Getting a job that suits their skills.Satisfaction of Job.</div>			