

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer?</div><div>The main customers for our project are:<ul style="list-style-type: none"><li>Persons who are seeking for jobs</li><li>Persons who recruit the job candidates</li></ul></div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div>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.</div><div><ul style="list-style-type: none"><li>Having thoughts that listed jobs may be fraudulent.</li><li>Concern about knowledge of user guide to use an app</li></ul></div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div>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? i.e. pen and paper is an alternative to digital notetaking</div><div>Solutions:<ul style="list-style-type: none"><li>Providing desirable jobs based on their resume or assessment process.</li><li>Searching gets ease by domain/filter search option.</li><li>Ease for recruiting candidates with proper details remotely.</li></ul></div></div>	Explore AS, differentiate
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&amp;P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</div><div><ul style="list-style-type: none"><li>Solves the problem of getting undesirable jobs to the person who is an esteemed talent.</li><li>Simpler searching of correct jobs based on their requirements remotely.</li><li>Simpler to identify people with the necessary skills</li><li>Filtering jobs easily.</li></ul></div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div>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.</div><div><ul style="list-style-type: none"><li>Some apps need the user to pay in advance for joining the job.</li><li>Companies fail to disclose their true infrastructure.</li><li>Unable to find the suitable job that fits their skills.</li></ul></div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div>What does your customer do to address the problem and 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)</div><div><ul style="list-style-type: none"><li>Get irritated by fraudulent jobs.</li><li>Malpractice in recruitment process.</li><li>Time wastage because of non-updated content which will provide the older job vacancy.</li></ul></div></div>	

<b>3. TRIGGERS</b> What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news. <ul style="list-style-type: none"><li>Desirable Jobs</li><li>Legal jobs instead of falling for fraudulent</li></ul>	TR
<b>4. EMOTIONS: BEFORE / AFTER</b> 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. <b>BEFORE:</b> <ul style="list-style-type: none"><li>Lack of knowledge about the job vacancy.</li><li>Process of recruitment is not easy.</li><li>Person with esteemed talent in an undesirable job.</li></ul> <b>AFTER:</b> <ul style="list-style-type: none"><li>Get updates about job vacancies.</li><li>Process of recruitment is easy based on their resume or domains.</li><li>Person with esteemed talent in an undesirable job.</li></ul>	EM

<b>10. YOUR SOLUTION</b> 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.  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.	SL
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<b>8.CHANNELS of BEHAVIOUR</b> <b>8.1 ONLINE</b> What kind of actions do customers take online? Extract online channels from #7 <ul style="list-style-type: none"><li>Search and apply for a required job.</li><li>Provide details for matching jobs.</li><li>Take assessments.</li></ul> <b>8.2 OFFLINE</b> What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development. <ul style="list-style-type: none"><li>Documentation verification</li><li>Final Process of recruitment.</li><li>Internship/Training.</li></ul>	CH
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