

1. CUSTOMER SEGMENT(S)**CS**

Who is your customer?
i.e. working parents of 0-5 y.o. kids

Students who have completed their schooling and searching for an eligible university do pursue their undergraduate program

6. CUSTOMER CONSTRAINTS**CC**

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.

Accuracy of the system, Doubts about prediction, Reliability, budget.

5. AVAILABLE SOLUTIONS**AS**

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

The students can get the correct probability based on their eligibility criteria. If they are not eligible, the next best option is given as prescription. Manually checking the previous years' dataset is an alternative method.

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

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

Predicting the University that they are eligible to be admitted based on their eligibility criteria. Suggesting universities. Predicting the probability of their admission to the selected university based on the eligibility criteria.

9. PROBLEM ROOT CAUSE**RC**

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.

Students do not have time to manually analyse the course details of all universities and about the courses in which they have the area of interest. The availability of seats for the scores that they have got also can't easily be predicted.

7. BEHAVIOUR**BE**

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)

The student should give the details of their eligibility criteria correctly and when the predictions are given as output, they need to filter out their choices by selecting the right university he/she is eligible to be admitted.

Identify strong	<p>3. TRIGGERS TR</p> <p>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</p> <p>Students who get to know about the platform from previous users who have got correct predictions. The Search for finding a platform in a browser to predict admit eligibility can also be a driving force.</p>	<p>10. YOUR SOLUTION SL</p> <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 reality.</p> <p>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.</p> <p>This project gives the exact probability of getting admitted into the university that the student selects based on their scores and other criteria and also provides them with suggestions based on the same . This effectively decreases the time spent in finding a suitable university.</p>	<p>8. CHANNELS of BEHAVIOUR CH</p> <p>8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7</p> <p>8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p>	Identify strong TR & EM
	<p>4. EMOTIONS: BEFORE / AFTER EM</p> <p>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.</p> <p>Confused, uncertain> clear, Certain</p> <p>The students get the idea of which university they are eligible to be admitted</p>		<p>8.1 ONLINE The student can check the university admission criteria online.</p> <p>8.2 OFFLINE The student can personally visit the university in person and proceed with the admission process</p>	