

Define CS, fit into CC	<p><b>1. CUSTOMER SEGMENT(S)</b></p> <p>Who is your customer? <b>CS</b></p> <p>The customers of this project are the undergraduate students who are willing to pursue their higher education in universities.</p>	<p><b>6. CUSTOMER CONSTRAINTS</b></p> <p>What constraints prevent your customers from taking action or limit their choices of solutions?</p> <p>Cut-off, Marks and eligibility criteria.</p>	<p><b>5. AVAILABLE SOLUTIONS</b></p> <p>Which solutions are available to the customers when they face the problem</p> <p>or need to get the job done? What have they tried in the past? What pros &amp; cons do these solutions have?</p> <p>Select the students for university is easy</p> <p>Save time for both universities and students</p> <p>Advantage for students to get top college admissions</p>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<p><b>2. JOBS-TO-BE-DONE / PROBLEMS</b></p> <p>Which jobs-to-be-done (or problems) do you address for your customers?</p> <p>Need to predict the university where they can be admitted. The information they provide should be kept confidential. Right and accurate information about universities should be shared with them</p>	<p><b>9. PROBLEM ROOT CAUSE</b></p> <p>What is the real reason that this problem exists? What is the back story behind the need to do this job?</p> <p>Root cause of problem is undeserved Candidate selected for the top universities previous years, now deserved candidate selected for universities based on eligibility criteria.</p>	<p><b>7. BEHAVIOUR</b></p> <p>What does your customer do to address the problem and get the job done ?</p> <p>The customer mainly gives some information's such as GRE score, cgpa, IELTS score based on which the user ask to predict eligibility to the university that they intend to apply.</p>	Focus on J&P, tap into BE, understand RC

<div><div>3. TRIGGERS</div><div>TR</div><div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.</div><div><div>1. When the students are willing to pursue higher education.</div><div>2. When the students are willing to cut</div><div>3. When the students are willing to shortlist universities to which they are eligible. Extra cost will be incurred when applying to multiple universities without knowing our eligibility the cost of consultancy agency</div></div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><div>Deserve candidate easily get the opportunities, even if eligibility criteria but some students affected for the criteria</div></div>	<div><div>8. CHANNELS of BEHAVIOUR</div><div>CH</div><div><div>8.1 ONLINE</div><div>If any problem occurs , gave time to solve and easily find out.</div><div>8.2 OFFLINE</div></div></div>
<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><div>How do customers feel when they face a problem or a job and afterwards?</div><div>Before/After</div><div><div>Time less/save time</div><div>Hard to find college/Easy to find college</div><div>Undeserved candidate selected for college/Deserved candidate selected for college.</div></div></div>		