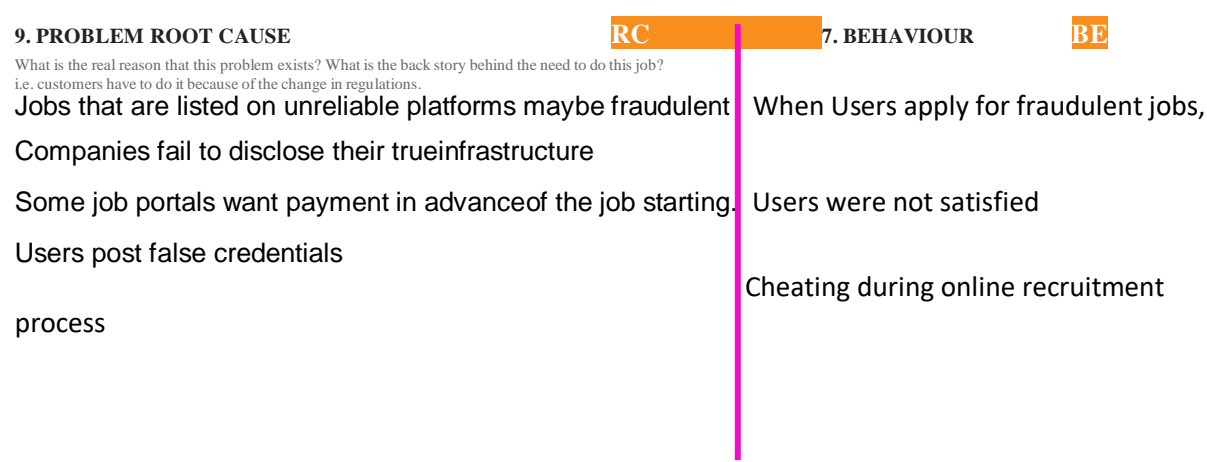
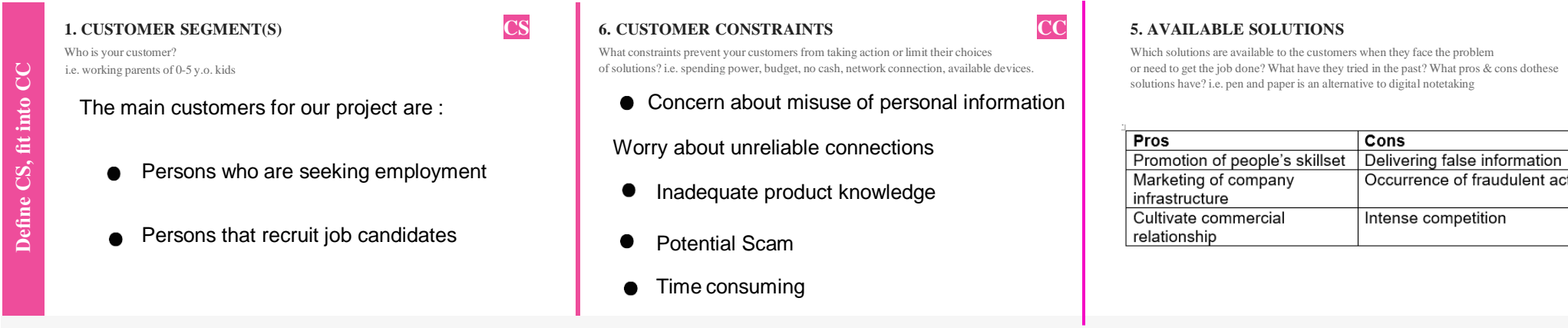


Problem-Solution fit canvas 2.0



Identify strong TR & EM

3. TRIGGERS

What triggers customers to act? i.e. seeing their neighbour install solar panels, reading about a more efficient solution in the news.

TR

4. EMOTIONS: BEFORE / AFTER

How do customers feel when they face a problem or a job and afterwards?

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

EM

10. YOUR SOLUTION

SL

CB

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

8. CHANNELS of BEHAVIOUR

Final level interview
Current location
Apply for jobs

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.

Create a platform to facilitate job searching

A platform to make it simpler to identify people with the necessary skills

- Make the job-filtering process simpler
- Profile with safe personal data

Focus on J&P, tap into