TEAM ID: PNT2022TMID45895

Problem-Solution fit canvas 2.0

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

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

The main customers for our project are :

- Persons who are seeking employment
- Persons that recruit job candidates

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.

- Concern about misuse of personal information

Worry about unreliable connections

- Inadequate product knowledge
- Potential Scam
- Time consuming

5. AVAILABLE SOLUTIONS

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 dothese solutions have? i.e. pen and paper is an alternative to digital notetaking

Pros	Cons
Promotion of people's skillset	Delivering false information
Marketing of company infrastructure	Occurrence of fraudulent act
Cultivate commercial relationship	Intense competition

Focus on J&P, tap into

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 identifypeople with the necessary skills

Make the job-filtering process

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.

Jobs that are listed on unreliable platforms maybe fraudulent

Companies fail to disclose their trueinfrastructure

Some job portals want payment in advanceof the job starting.

Users post false credentials

process

7. BEHAVIOUR BE

When Users apply for fraudulent jobs,

Users were not satisfied

Cheating during online recruitment

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Identify strong TR & EM

3. TRIGGERS

TR

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

4. EMOTIONS: BEFORE / AFTER

EM

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

10. YOUR SOLUTION

SL

CB

will be recommended based onuser 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

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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