

Title: Skill/ Job Recommender Application

Project Design Phase-I - Solution Fit

Focus on J&P, tap into BE, understand RC	<div>Define CS, fit into CC</div> <div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer?</div><div>Job Seekers Job Providers</div></div>	<div>CC</div> <div><div>6. CUSTOMER</div><div>What constraints prevent your customers from taking action or limit their choices of solutions?</div><div>Available jobs network connection, available devices.</div></div>	<div>AS</div> <div><div>5. AVAILABLE SOLUTIONS</div><div>Which solutions are available to the Or need to get the job done? What have they tried in the past? What pros &amp; cons do these solutions have?</div><div>Qualifications and Skills needs to get the job</div></div> <div>Explore AS, differentiate</div>
	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS</div><div>Which jobs-to-be-done (or problems) do you address for your customers?</div><div>Identifying outcomes that customers seek, as opposed to products they want.</div><div>Suitable jobs for seekers.</div></div>	<div>RC</div> <div><div>9. PROBLEM ROOT CAUSE</div><div>What is the real reason that this problem exists?</div><div>What is the back story behind the need to do this job?</div><div>Customers have to do it because of the change in regulations</div></div>	<div>BE</div> <div><div>7. BEHAVIOUR</div><div>What does your customer do to address the problem and get the job done?</div><div>Create there Profile Follow the Organisations, Search there Skill based iobs.</div></div> <div>Focus on J&amp;P, tap into BE, understand RC</div>

<p><b>3. TRIGGERS</b> <span>TR</span></p> <p>What triggers customers to act?</p> <p>Giving more ads to get seekers, invite links, news paper ads , Sending notifications.</p>	<p><b>10. YOUR SOLUTION</b> <span>SL</span></p> <p>We are proposing an algorithm which will help the students to give suggestions on the jobs based skills and get which jobs suits based on their skill set.</p>	<p><b>8. CHANNELS of BEHAVIOUR</b> <span>CH</span></p> <p><b>8.1 ONLINE</b></p>
<p><b>4. EMOTIONS: BEFORE / AFTER</b> <span>EM</span></p> <p>How do customers feel when they face a problem or a job and afterwards?</p> <p>Feel sad overthing about that , after they overcome that .</p>		<p>What kind of actions do customers take online? Extract online channels from #7</p> <p>Chat with mentor , Direct contact, searching and finding Suitable jobs easily.</p> <p><b>8.2 OFFLINE</b></p> <p>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p> <p>Oppointment for meeting managers</p>