

DefineCS, fitintoCL	1. CUSTOMER SEGMENT(S) CS <p>Who is your customer?</p> <ul style="list-style-type: none"> Job seekers awaiting for job in their liked departments Companies that provide job to employees 	6.CUSTOMER LIMITATIONS CL <small>EG.BUDGET,DEVICES</small> <p>What limit your customer to act when problem occurs?</p> <ul style="list-style-type: none"> A full time service provided to solve any queries at any instant. Improved customer service with the help of "help desk software" 	5.AVAILABLE SOLUTIONS AS <small>PLUSES&MINUSES</small> <p>What solution are available to the customer when he/she is facing the problem? What he/she tried in the past?</p> <ul style="list-style-type: none"> Mails will be sent to the customer who have sent feedback earlier. After reviewed the complaint it will be resolved 	ExploreAS, differentiate
	2. PROBLEMS/PAINS+ITSFREQUENCY PR <p>Which problem do you solve for your customer?</p> <ul style="list-style-type: none"> Dealing with rude customers very softly Met with customer expectations Service workflow aligned with user expectations Crisis management and escalation protocols Call transfer while call interview will be more accurate Providing proper details of the company Resume review session to avoid fake user Map service assistance with google maps To reduce user navigation problem 	9. PROBLEM ROOT/CAUSE RC <p>What is the root of every problem from the list?</p> <ul style="list-style-type: none"> People think that digital jobs (applying for a job through online)will be difficult and the software will cost too much money. People have kept a mindset that increase/decrease of demand for job cannot be predicted before itself. No awareness about digital jobs 	7. BEHAVIOR+ITS INTENSITY BE <p>What does your customer do about / around / directly or indirectly relate to the problem?</p> <ul style="list-style-type: none"> They try the interface for overcoming of the problem but then if they find it complicated or not efficient enough, they stop using it.and give the feedback about that issue. Indirectly related will be them attending interview where an effective management will be shared information Directly they will report that issue 	
IdentifystrongTR&EM	3. TRIGGERS TO ACT TR <p>What triggers customer to act?</p> <ul style="list-style-type: none"> Seeing the immense amount of jobseekers get placed in big organizations Watching ads regarding to this services 	10.YOUR SOLUTION SL <ul style="list-style-type: none"> Analysing the previous year job placements,will determine the job demand and that will create a good path to user using our services Monitoring and predicting the ups and downs in every organizations by previous year statistics will helps us to make a alternative changes in the companies database. Always have a plan b for storing the user details in cloud will help us to get avoid in some emergency situation. 	8. CHANNELS OF BEHAVIOR CH <p>Online Advertise with financial influencers to spread awareness and promote it.</p> <p>Offline A person who belongs to the work he should have or create some social contacts in his/her surrounding that's will create a certain trust worthy things in his business</p>	Extractonline&offlineChonBE
	4. EMOTIONS EM <small>BEFORE/AFTER</small> <p>Which emotions do people feel before after this problem issolved?</p> <ul style="list-style-type: none"> Frustration, helplessness, demotivated Satisfaction, Confident, Calm state of mind. 			