Problem Solution -Fit

Date	14 October 2022
Team ID	PNT2022TMID16421
Project Name	Project – Skill and Job Recommender
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and thatthe solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

Purpose:

- ❑ Solve complex problems in a way that fits the state of your customers.
- ❑ Succeed faster and increase your solution adoption by tapping into existing mediums andchannels of behavior.
- ❑ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ❑ Increase touch-points with your company by finding the right problem-behavior fit andbuilding trust by solving frequent annoyances, or urgent or costly problems.
- ❑ Understand the existing situation in order to improve it for your target group.

Problem-Solution fit canvas 2.0

1. CUSTOMER SEGMENT(S) `CS`

- People who are looking for right job opportunities
- Recruiters Who are looking to hire a Valuable Candidates for their Company

Define CS, fit into CC

6. CUSTOMER `CC`

- Network Facility
- Available Devices
- Resume Access Limits

5. AVAILABLE SOLUTIONS `AS`

- Daily Job Alerts
- Hiring Workflow
- Finding Best match candidate Resume Parsing Functionality

Explore AS, differentiate

2. JOBS-TO-BE-DONE / PROBLEMS `J&P`

- Job seekers Facing difficulties in Finding a Suitable Jobs that fit for them
- Uninformative Job description
- Limited Professional Network

Focus on J&P, tap into BE, understand RC

9. PROBLEM ROOT CAUSE `RC`

- Privacy issue
- Mismatch job recommendation based on   our skillset.
- Fake job offers.

7. BEHAVIOUR `BE`

- When Candidate with inadequate Skill and Qualification apply for a position, employers get irritated

Focus on J&P, tap into BE, understand RC

3. TRIGGERS

- Chatbot that helps in Job Recommendation Getting Job based on their Skillset

Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER

Before:
- Stressed Dissatisfaction

After:
- Quit relief
- Pleasant mindset

10. YOUR SOLUTION

- Daily Local and Remote Job Alerts
- Displaying the current job openings based on the user skillset.
- An Alert is sent When there is opening based on User Skillset.
- Job Recommendation from reputed Company Notification on new job openings.

8. CHANNELS of BEHAVIOUR

ONLINE:
- Matching Job based on the user Skill Set
- Apply for a job
- Upload your resume

4.Review Job Application

OFFLINE:
- Technical Interview
- Checkout Location and Infrastructure of the Company

Extract online & offline CH of BE

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