**Project Title: SKILLS AND JOB RECOMMENDER APPLICATION. Project Design Phase-I** -**Problem Solution Fit Team ID:** PNT2022TMID48792

**Explore AS, differentiate**

**Deﬁne CS, ﬁt into CC**

Listen to the customer and show genuine empathy

Access the situation

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**AS**

**5. AVAILABLE SOLUTIONS**

Which solutions are available to the customers when they face the problem

What constraints prevent your customers from taking action or limit their choices

of solutions?

Time,scope,cost.

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

**1. CUSTOMER SEGMENT(S)**

Who is your customer?

Job seekers are the customers.

**Explore AS, differentiate**

**Define CS, fit into CC**

**Identify strong TR & EM**

ajsdfhilujsshgtysdrrtASDTGYTDYFASF

**BE**

**7. BEHAVIOUR**

What does your customer do to address the problem and get the job done?

**RC**

**9. PROBLEM ROOT CAUSE**

What is the real reason that this problem exits? A PROBLEM causes on the the other hand is thereason why the oproblem occuredin the first place.

i.e. customers have to do it because of the change in regulations.

**J&P**

**2. JOBS-TO-BE-DONE / PROBLEMS**

Customer service can be a deciding factor in whether client to buissness with accompany.

buissn

**Focus on J&P, tap into , RC**

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

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| --- | --- | --- | --- | --- |
| **Identify strong TR & EM** | **3. TRIGGERS TR**  What triggers customers to act?  A trigger is a event that causes buyer to have a clear need which usually converts into a sense of purpose and urgency in their buying process. | **10. YOUR SOLUTION SL**  If you are working on an existing business, write down your current solution ﬁrst, ﬁll in the canvas, and check how much it ﬁts reality.  If you are working on a new business proposition, then keep it blank until you ﬁll in the canvas and come up with a solution that ﬁts within customer limitations, solves a problem and matches customer behaviour. | 1. **CHANNELS of BEHAVIOUR CH**   Complex behavior systems in which people and company interact to accomplish individual ,company and channel goal. |  |
| **4. EMOTIONS: BEFORE / AFTER EM**  How do customers feel when they face a problem or a job and afterwards?  Be sincere  Remain calm  Practice active listening. |