

Project Title: University Admit Eligibility Predictor

Project Design Phase-I - Solution Fit Template

Team ID: PNT2022TMID46563

1. CUSTOMER SEGMENT(S)

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

CS

Students who just finished high school or college and want to get accepted into prestigious institutions.

6. CUSTOMER CONSTRAINTS

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.

Customers could be hesitant to use the predictor because they doubt its accuracy or dependability. Additionally, since users would have to provide the model with sensitive data, some users might choose not to use the predictor out of concern for data misuse.

5. AVAILABLE SOLUTIONS

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

In addition to indicators like grades and GPA, we will also take into account IELTS/TOFEL, and GRE, which are important in the admissions process of several colleges, further increasing the predictor's dependability.

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.

Since gathering data is likely the most crucial step in creating the predictor, it is imperative that it be done correctly.

Customers' faith in our model must be maintained by providing them with the highest level of data security.

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.

If the obtained data is determined to be erroneous or not enough parameters are taken into account to determine eligibility, the predictor's reliability may be impacted. Second, if customers believe our product is vulnerable to cyberattacks, they can decide not to use it.

7. BEHAVIOUR**BE**

What does your customer do to address the problem and why?

i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

From the perspective of the consumer, the predictor's accuracy is crucial because they will base their admission decisions on its findings.

<div data-bbox="152 762 277 788">3. TRIGGERS</div> <div data-bbox="719 762 759 799">TR</div> <div data-bbox="152 802 595 821"> <p>What triggers customers to act? i.e. seeing their neighbour installing</p> </div> <div data-bbox="152 863 573 882"> <p>solar panels, reading about a more efficient solution in the news.</p> </div> <div data-bbox="152 943 678 1007"> <p>Comparisons between the user's actual scores and the required scores can be given.</p> </div>	<div data-bbox="831 762 1028 788">10. YOUR SOLUTION</div> <div data-bbox="1395 762 1429 799">SL</div> <div data-bbox="831 802 1352 821"> <p>If you are working on an existing business, write down your current solution first,</p> </div> <div data-bbox="831 863 1415 952"> <p>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.</p> </div> <div data-bbox="831 1042 1411 1169"> <p>Utilizing the data gathered, create a predictor and ensure its accuracy and dependability. Ensure the security and safety of the user data that is being collected.</p> </div>	<div data-bbox="1503 762 1783 788">8. CHANNELS of BEHAVIOUR</div> <div data-bbox="2069 762 2107 799">CH</div> <div data-bbox="1503 802 1585 821"> <p>8.1 ONLINE</p> </div> <div data-bbox="1503 863 2067 882"> <p>What kind of actions do customers take online? Extract online channels from #7</p> </div> <div data-bbox="1503 920 1592 940"> <p>8.2 OFFLINE</p> </div> <div data-bbox="1503 943 2074 984"> <p>What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.</p> </div> <div data-bbox="1503 1083 2029 1185"> <p>Customers can look for trustworthy eligibility predictors online and rate them according to how they like them.</p> </div>
<div data-bbox="152 1117 456 1142">4. EMOTIONS: BEFORE / AFTER</div> <div data-bbox="719 1117 759 1153">EM</div> <div data-bbox="152 1152 678 1171"> <p>How do customers feel when they face a problem or a job and afterwards?</p> </div>		

i.e. lost, insecure > confident, in control - use it in your communication strategy & design.

Users would feel completely in control of the admissions process since they can have complete faith in the predictor.

Such predictors would be discussed by students in their peer groups, and if they discovered one that was sufficiently trustworthy, they would let others know.