

Project Design Phase-I Problem – Solution Fit Template

Date	1 October 2022
Team ID	PNT2022TMID32941
Project Name	Project – University Admit Eligibility Predictor
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the 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 and channels 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 and building trust by solving frequent annoyances, or urgent or costly problems.
- ☐ Understand the existing situation in order to improve it for your target group.

Template:

Project Title: University Admit Eligibility Predictor		Project Design Phase-I - Solution Fit Template		Team ID: PNT2022TMID32941	
<div style="background-color: #f0f0f0; padding: 5px;"> 1. CUSTOMER SEGMENT(s): CS Hsc finished students or UG completed students </div>	<div style="background-color: #f0f0f0; padding: 5px;"> 6. CUSTOMER CONSTRAINTS CC Network connection ,Cost ,Time ,Poor Knowledge, Lack of Resources. </div>	<div style="background-color: #f0f0f0; padding: 5px;"> 5. AVAILABLE SOLUTION: AS Seat allotment,Eligibility criteria, Previous year cut off , Exam scores like GRE,TOEFL,GATE etc. </div>			
<div style="background-color: #fff9c4; padding: 5px;"> 2. JOBS-TO-BE-DONE / PROBLEMS JBP Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different ideas. High Fees structure , placement Opportunities & Training ,Courses Offered , Advanced Technology , Career development programmes </div>	<div style="background-color: #fff9c4; padding: 5px;"> 9. PROBLEM ROOT CAUSE RC What is the real reason that this problem exists? What is the back story behind the need to this need? Lack of Placement Opportunities and Not meeting the Expected cut off. Due to high Competition & less opportunities results in the difficulty to choose a right college </div>	<div style="background-color: #fff9c4; padding: 5px;"> 7. BEHAVIOUR BE i.e. directly related: find the right color panel transfer, calculate usage and benefits, indirectly associated: customers spend less time on volunteering work (i.e. Greenpeace) Refering Articles & checking websites ,Visiting College premises , Academic Performes , Fees structure and enquiring Alumni. </div>			
<div style="background-color: #e8f5e9; padding: 5px;"> 3. TRIGGERS TR Challenging high school / curriculum,Missing opportunities in conventional systems, Experiences that support the student enough and good character. To put a road map for future career &to get high paying job offers. </div>	<div style="background-color: #e8f5e9; padding: 5px;"> 10. YOUR SOLUTION SL If you are working on an existing feature, state down your current solution first, fill in the current, 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 current and come up with a solution that fits reality customer behaviors, solves a problem and teaches customer behaviors. This idea help the students to get the list of colleges by comparing the studensmarks&colleges cut off & predicting admission probability. Here the chance of occurance of error is less when compared to existing system. It is fast, efficient & reliable. It helps you to understand as to how your profile can </div>	<div style="background-color: #e8f5e9; padding: 5px;"> 8. CHANNELS of BEHAVIOUR CH 8.1 ONLINE What kind of actions do customers take online? Extract online channels from #7 Refering articles & websites , Advertisements, College Reputation, Course Available, List of Top College,Eligibility Criteria, Previous Placements. 8.2 OFFLINE What kind of actions do customers take offline? Extract offline channels from #7 and see how the customer develops them. Visiting College campuses, Food & Accommodation, Transport & lab facilities, </div>			
<div style="background-color: #e8f5e9; padding: 5px;"> 4. EMOTIONS: BEFORE / AFTER EM How do customers feel when they learn a problem or a job need addressed? i.e. how, how many + contributions, in context – see it as your customer's own courage to design Confused, Anxious about peer group, Exciting & Enthusiastic & Friendly Faculties </div>	<div style="background-color: #e8f5e9; padding: 5px;"> be future improved to secure an admit in your target college. </div>	<div style="background-color: #e8f5e9; padding: 5px;"> Enquiring College students, Speaking to Academic representatives. </div>			

References:

1. <https://www.ideahackers.network/problem-solution-fit-canvas/>
2. <https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe>