# Problem-Solution Fit

**Explore AS, differentiate**

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

**Deﬁne CS, ﬁt into CC**

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

Purpose / Vision

**AS**

**5. AVAILABLE SOLUTIONS**

**CC**

**6. CUSTOMER CONSTRAINTS**

**CS**

1. **CUSTOMER SEGMENT(S)**

* Best customer care service contact.
* Chat bot service.
* Network connection.
* Available devices.
* job Seekers.
* User can access large no of opportunity.

.

**BE**

**7. BEHAVIOUR**

**RC**

**9. PROBLEM ROOT CAUSE**

**J&P**

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

* Customer need to report to us within 24 hours through mail.
* Don’t share deep personal details to others.
* Fake profile to scam people for money.
* The problems are solved within 24 hours.
* Customer service 24/7.

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| **Identify strong TR & EM** | **3. TRIGGERS TR**  Take the biggest step in your life  By getting best job and employee. | **10. YOUR SOLUTION SL** | 1. **CHANNELS of BEHAVIOUR CH**     1. **ONLINE**  * Refer in online   1. **OFFLINE** * **Public Speaking** * **Unique ness** | **Extract online & ofﬂine CH of BE** |
| **4. EMOTIONS: BEFORE / AFTER EM**  Easy to find job and apply multiple company for job is very easy. |

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