Project Title: Skill and Job Recommender   **Project Design Phase-I** - **Solution Fit Template**   **Team ID:** PNT2022TMID00730

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

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

1. Graduate students of various streams.
2. Job Seeker for their dream jobs.
3. Industrial Professionals.

6. CUSTOMER CONSTRAINTS `CC`

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.

1. Operating System (OS).
2. Network Connectivity.
3. Subscription reduces opportunity.
4. Clusters of information.

5. AVAILABLE SOLUTIONS `AS`

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

or need to get the job done? What have they tried in the past? What pros & cons do these solutions have? i.e. pen and paper is an alternative to digital notetaking

Manual job searching is an alternative to Automated Skill based searching.
E-mail notifications are an alternative to Chatbot communication.

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS `JP`

Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.

1. Premium Policy in the existing solution makes the users to feel that being out of the game.

2. Lot of mixed set of information's makes user to feel their search as an hindrance.

3. Spam is one of the flaw in the existing solution that has become more and more common.

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.

1. Users with premium policy make themselves to appear more authentic and reliable which causes other users to get limited services.
2. Compared with Hadoop Distributed File System's (HDFS) Name Node, where all file system metadata is stored in a single machine.

7. BEHAVIOUR `BE`

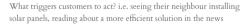What does your customer do to address the problem and get the job done?
i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)

Direct: Search explicitly using various Terms
Indirect: Intelligible knowledge of oneself, job descriptions and the company.

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

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3. TRIGGERS `TR`

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news

More reliable and user-friendly designs make the clients at the ease to perform all the task..

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.

Overcoming the hurdles faced by the users in

8. CHANNELS of BEHAVIOUR `CH`

8.1 ONLINE
What kind of actions do customers take online? Extract online channels from #7

8.2 OFFLINE
What kind of actions do customers take offline? Extract offline channels from #7 and use them for customer development.

4. EMOTIONS: BEFORE / AFTER

`EM`

How do customers feel when they face a problem or a job and afterwards?
i.e. lost, insecure > confident, in control – use it in your communication strategy & design.

Before: 1.Stress.
            2.Unsatisfaction.

After: 1.Connected to the society.
            2.Feeling Contented.
            3.Reverence of Smartness.

the existing solution.

All such actions like job searching, job description analysis via chatbot, are performed online.