Define CS, fit into CC

1. CUSTOMER SEGMENT(S) `CS`

The main customers for our project are :
- Persons who are seeking employment
- Persons that recruit job candidates

6. CUSTOMER CONSTRAINTS `CC`

- Concern about misuse of personal information
- Worry about unreliable connections
- Inadequate product knowledge
- Potential scam

5. AVAILABLE SOLUTIONS `AS`

Applying for a job through recruiters.
Pro : The recruitment consultant can advise on a fair package for the customer and negotiate contact on their behalf

Con : If the recruiter is illegitimate the customers will be the victim

Explore AS, differentiate

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

2. JOBS-TO-BE-DONE / PROBLEMS

- people must be aware of the current trends of their desired domain or field to developed their skills and find a job. The same has been addressed in this system
- Recruiters must be able to find candidates who are aware of recent developments in their field of interest or domain. Candidates' soft skills must also be taken into account.

9. PROBLEM ROOT CAUSE `RC`

- Jobs that are listed on unreliable platforms may be fraudulent
- Companies fail to disclose their true infrastructure
- Some job portals want payment in advance of the job starting.
- Users post false credentials
- Users pretend to have expertise in a skillset they lack

7. BEHAVIOUR `BE`

- Recruiters will put in the effort to update applicants regarding the vacancy in their company and the types of skills they are looking
- The customer will be so dedicated and so They will also search about the skills that they need to develop to get a their desired job through both online and offline methods. so they will do research to find and get a for job of their preference

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

3. TRIGGERS `TR`

Not getting the expected job/ candidate due to lack of information, even after many tries, triggers the customer to act.
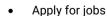
10. YOUR SOLUTION `SL`

To develop an end-to-end web application which in default have a lot of current job openings through job search API out of which appropriate job will be recommended

8. CHANNELS of BEHAVIOUR `CH`

online
- Apply for jobs
- Review job applications
- Attend initial level assessment

Identify

4. EMOTIONS: BEFORE / AFTER EM	based on user skill set. At the same time students can develop their skills side by side with various courses and webinars offered by reputed organization. In addition to this a smart chat bot will be available for 24*7 which can help users in finding the right job	Offline • Final level interview • Checkout location and infrastructure of company • Finalize paperwork
Before : Increased inferiority complex, anxiety **After :** Confident and happy		