1. CUSTOMER SEGMENT(S)   `CS`

Students for college admission

6. CUSTOMER CONSTRAINTS   `CC`

Poor network connection
No peer to peer communication

5. AVAILABLE SOLUTIONS   `AS`

They can go the net center in case of network issues and if u don't know to do the process correctly.
PROS:Save time and money
CONS:Search for computer centre.

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

2. JOBS-TO-BE-DONE / PROBLEMS   `J&P`

- ❖ Database
- ❖ Data processing
- ❖ Check status of application
- ❖ Decision tree
- ❖ List of Universities

9. PROBLEM ROOT CAUSE   `RC`

- ➤ May be the database do not have all the of colleges.
- ➤ May be the processing takes time when most of the people using it at the same time.

7. BEHAVIOUR   `BE`

Customers might face any difficulties in doing this,at that time they can contact any experts or they can review the app so that it might be help full.

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

Identify strong TR & EM

3. TRIGGERS   `TR`

Their will be a few set of people who are not aware of the application and don't believe in technologies.Such people may not use or don't use this.

10. YOUR SOLUTION   `SL`

By giving more advertisements and by seeing the ratings and reviews people will start using the application effectively.

8.CHANNELS of BEHAVIOUR   `CH`

8.1 Data Security

8.2 Peer to peer communication helps in customer development

Identify strong TR & EM

4. EMOTIONS: BEFORE / AFTER   EM

Before the introduction of the application customers
go manually to do this process. It takes a long time for
the process to be done, and also we might have to
travel to long distance to do this process.
But after this application we can avoid the travel cost
and save money and time to do this process.