

Define CS, fit into CC	<div><div>1. CUSTOMER SEGMENT(S)<div>CS</div></div><div>Who is your customer?<div>Student who finished higher secondary (or) diploma</div></div></div>	<div><div>6. CUSTOMER CONSTRAINTS<div>CC</div></div><div>What constraints prevent your customers from taking action or limit their choices of solutions?<div>Taking counselling prevent the student from taking actions or limit their choices of solutions.</div></div></div>	<div><div>5. AVAILABLE SOLUTIONS<div>AS</div></div><div>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?<div>PRONS:<div>It helps the students for making decision for choosing a right column. It is fast efficient and reliable Avoid data redundancy and inconsistency.</div><div>CONS:<div>Required active internet connection System will provide inaccurate result if data entered incorrectly.</div></div></div></div></div>	Explore AS, differentiate
Focus on J&P, tap into BE, understand RC	<div><div>2. JOBS-TO-BE-DONE / PROBLEMS<div>J&P</div></div><div>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.<div>Student should registered with their with their personal as well as mark details for predicting the admission.</div></div></div>	<div><div>9. PROBLEM ROOT CAUSE<div>RC</div></div><div>What is the real reason that this problem exists? What is the back story behind the need to do this job? -<div>Student does not get much information about eligibility so we are creating "UNIVERSITY ADMIT ELTGIBILITY PREDICTOR"</div></div></div>	<div><div>7. BEHAVIOUR<div>BE</div></div><div>What does your customer do to address the problem and get the job done?<div>Student have to choose the university they want to join and calculate the cut-off and percentage.</div></div></div>	Focus on J&P, tap into BE, understand RC
Identify strong TR & EM	<div><div>3. TRIGGERS<div>TR</div></div><div>What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.<div>To share the website link to their friends or relatives.</div></div></div>	<div><div>10. YOUR SOLUTION<div>SL</div></div><div>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.<div>To find the best tech solutions to solve existing business problem. Define features ,development phase and solution requirement.</div></div></div>	<div><div>8.CHANNELS of BEHAVIOUR<div>CH</div></div><div>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.<div>They can find the eligibility for each department They can check the reviews of university ,way of coaching. They can see the facilities available in the university.</div></div></div>	Identify strong TR & EM
	<div><div>4. EMOTIONS: BEFORE / AFTER<div>EM</div></div><div>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.<div>Information shared with this website will be secured . Avoidance of data redundndancy.</div></div></div>			

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