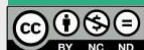


Problem-Solution Fit canvas

Purpose / Vision

Version:

Define CS, fit into CL	1. CUSTOMER SEGMENT(S) THE Primary customers are the students & Education	6. CUSTOMER LIMITATIONS Faculty members & Students said that through online learning modalities they were unable to teach & learn practical & clinical	5. AVAILABLE SOLUTIONS Leverage digital Platforms Organise inquiries Distribute inquiries	Explore AS, differentiate
	2. PROBLEMS / PAINS Manage online Admission process	9. PROBLEM ROOT / CAUSE Most rural areas experience high blackouts and electricity problems this means, once more candidates in urban	7. BEHAVIOR Emotional, Environmental	
Focus on PR, tap into BE, understand RC	3. TRIGGERS TO ACT Smells, words, or even colours automatic emotional or behavioral responses	10. YOUR SOLUTION Go Green, Create sustainable Student farm	8. CHANNELS of BEHAVIOR ONLINE Extract inputs from customerApplication	Focus on PR, tap into BE, understand RC
	4. EMOTIONS BEFORE / AFTER <i>anger, Fear, scattered, Surprise, Dedication</i>		OFFLINE Extract channels from Behavior block and use for customerApplication	



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 Designed by Daria Nepriakhina / IdeaHackers.nl - we tailor ideas to customer behaviour and increase solution adoption probability.



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