

1.CUSTOMER SEGEMENT

Who is your customer?

JOB SEEKER

2.TRIGGERS

What is triggers of acts?
A digital adoption employee tainig
security threat financial problem

3.EMOTION

How to customer feel when face a
problem are join and afetrward ?
A sense trust gratitude intrestting
inspiration.

4.PROBLEM ROOT/CAUSE

What is the real reason that problem
exixts?
A lack of job skill exsense of workers
resources.
available for possitions lack of
experiance poor attitude and behaviour
issues

5.AVAILABLE SOLUTION

Which soluton are available to
customer when their phase the
problem?
A access the sutituaton follow with
customer.
show genuine empathy response to
concerns

6.BEHAVIOUR

Problem and pain of behaviour?
A absenses are response from
employer .
tips for crafting a good ressume .
lack of information about a company and
work culture

7.CUSTOMER CONSTRAINT

What consstraints privacy your
customer form taking action or first their
choices of solution ?
Hard to find the job releated to her /him
skills

8.CHANNELS OF BEHAVIOUR

online; if you connect through online
we didnt print the resure
offline:but in the offline we resume
must the hard copy

just update our skills and knowledge
then must we know about very well the
job requirements