Purpose/Vision

DefineCS, fit into	1 CUSTOMER SEGMENT(S)	CS	6.CUSTOMER	CC	5.AVAILABLESOLUTIONS	AS	bloreAS,

1 CUSTOMER SEGMENT(S) — CS

- ➤ jobSeekers.
- ➤ Userand access large no of opportunity.

6.CUSTOMER — CC

- ➤ Netwoíkconnection.
- ➤ Availabledevices.

5.AVAILABLESOLUTIONS — AS

- ➤ Best customeí vice contact.
- ➤ Chatbotseívice.

2.JOBS-TO-BE-DONE/PROBLEMS — J&P

- ➤ Ľhepíoblems aíe solved within24 houís.
- ➤ Customeí seívice24/7.

9.PROBLEM ROOT CAUSE — RC

- ➤ Fake píofile to scam people foí money.

7. BEHAVIOUR — BE

- ➤ Customeí need to íepoíttous within 24houís thíough mail.
- ➤ Don'tshaíe deeppeísonaldetailsto otheís.

Focuson J&P, tap intoBE, understand

3.TRIGGERS — TR

Ľakethebiggeststepinyouílife Bygettingbestjobandemployee.

4. EMOTIONS:BEFORE/AFTER — EM

Easytofindjobandapplymultiplecompanyfoí jobisveíyeasy.

10.YOURSOLUTION — SL

8.CHANNELSofBEHAVIOUR — CH

ONLINE

- ➤ Referin online

OFFLINE

- ➤ **PublicSpeaking**
- ➤ **Uniqueness**

IdentifystrongTR&EM

Extractonline&offlineCHofBE