Project name : Problem\_Solution\_Fit

**TEAM ID:PNT2022TMID47069**

Purpose/Vision

**1 CUSTOMER SEGMENT(S)**

**DeﬁneCS,ﬁt into**

CS

**6.CUSTOMER**

CC

**5.AVAILABLESOLUTIONS**

AS

* jobSeekers.
* Userand access large no of opportunity.
* Netwoíkconnection.
* Availabledevices.
* Best customeí vice contact.
* Chatbotseívice.

**2.JOBS-TO-BE-DONE/PROBLEMS**

**Focuson J&P, tap intoBE,understand**

J&P

**9.PROBLEM ROOT CAUSE**

RC

**7. BEHAVIOUR**

BE

**xploreAS,**

**Focuson J&P, tap intoBE,understand**

* Ľhepíoblems aíe solved within24 houís.
* Customeí seívice24/7.
* Fake píofile to scam people foí money.
* Customeí need to íepoíttous within 24houís thíough mail.
* Don’tshaíe deeppeísonaldetailsto

otheís.

**SL 8.CHANNELSofBEHAVIOUR CH**

**Extractonline&ofﬂineCHofBE**

**3.TRIGGERS**

**TR**

**10.YOURSOLUTION**

**4. EMOTIONS:BEFORE/AFTER**

**EM**

Easytofindjobandapplymultiplecompanyfoí jobisveíyeasy.

ľakethebiggeststepinyouílife Bygettingbestjobandemployee.

**IdentifystrongTR&EM**

* 1. **ONLINE**
     + Referin online
  2. **OFFLINE**
     + **PublicSpeaking**
     + **Uniqueness**