Define CS, fit into CC

1. CUSTOMER SEGMENT(S)   CS

Who is your customer?
i.e. working parents of 0-5 y.o. kids

> Students who have completed 12th grade and have their TOFEL,GRE,LOR,SOP

6. CUSTOMER CONSTRAINTS   C

What constraints prevent your customers from taking action or limit their choices
of solutions? i.e. spending power, budget, no cash, network connection, available devices.

> Spending more money unwanted, Time and Energy in lack of Poor Knowledge

5. AVAILABLE SOLUTIONS   AS

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? i.e. pen and paper is an

> In addition to indicators like grades and GPA, we will also take into account IELTS/TOFEL,GRE, which is important in the admissions process of several colleges, further increasing the predictor's dependability. Secondly, we will put the model through rigorous tests in order to boost the accuracy of the predictor.

Explore AS, differentiat

Focus on J&P, tap into BE, understand RC

2. JOBS-TO-BE-DONE / PROBLEMS

Which jobs-to-be-done (or problems) do you address for your

> Data collection is probably the most important step in designing the predictor hence it must be ensured that it is done properly. Customers should be assured of optimum data security in order to sustain their trust in our model.

9. PROBLEM ROOT CAUSE   RC

What is the real reason that this problem exists? What is the back story behind the

> If the obtained data is determined to be erroneous or not enough parameters are taken into account to determine eligibility, the predictor's reliability may be impacted.
> In addition, clients can stop utilizing our product.

7. BEHAVIOUR   BE

What does your customer do to address the problem and get the

i.e. directly related: find the right solar panel installer, calculate usage and

> Customer gathers their data and inputs it to our University Admit Eligibility tracker and check for chance of admission into universities based on the input got from user

Focus on J&P, tap into BE, understand RC

3. TRIGGERS   TR

What triggers customers to act? i.e. seeing their neighbour installing solar panels, reading about a more efficient solution in the news.

> User can be provided with comparisons between the required scores versus their actual scores.

4. EMOTIONS: BEFORE / AFTER   EM

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.

> Users would feel that they are in complete control in the admission process since they can whole heartedly trust the predictor.

10. YOUR SOLUTION   SL

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.

> Design a predictor with the help of the data collected, and ensure that it is accurate/reliable. Also make sure that the data collected from the users is safe and secure.

8. CHANNELS OF BEHAVIOUR   CH

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

> Customers might search for reliable eligibility predictors that are available online and rate them based on their liking.