Project Design Phase-I
Problem – Solution Fit Template

Date	19 September 2022
Team ID	PNT2022TMID48527
Project Name	Cloud Application Development - Skill / Job Recommender Application (The Job Junction)
Maximum Marks	2 Marks

Problem – Solution Fit Template:

The Problem-Solution Fit simply means that you have found a problem with your customer and that the solution you have realized for it actually solves the customer's problem. It helps entrepreneurs, marketers and corporate innovators identify behavioral patterns and recognize what would work and why

Purpose:

- ❑ Solve complex problems in a way that fits the state of your customers.
- ❑ Succeed faster and increase your solution adoption by tapping into existing mediums and channels of behavior.
- ❑ Sharpen your communication and marketing strategy with the right triggers and messaging.
- ❑ Increase touch-points with your company by finding the right problem-behavior fit and building trust by solving frequent annoyances, or urgent or costly problems.
- ❑ **Understand the existing situation in order to improve it for your target group.**

Template:

Project Title: Skill / Job Recommender Application (The Job Junction) **Project Design Phase-I - Solution Fit Template** **Team ID:** PNT2022TMID48527

Define CS, fit into CC

1. CUSTOMER SEGMENT(S) CS

College students who are in the stage of applying for jobs. Includes who all are found their interests and not found yet.

6. CUSTOMER CONSTRAINTS CC

Social media distraction, Language barrier and Lack of awareness.

5. AVAILABLE SOLUTIONS AS

1. Job Seeking & Hiring Platforms: Most popular among professionals. It recommends jobs based on our requirement but not to the fullest. People received their domain based recommendation but it is not fit to their skill levels. Descriptions make them scary.

2. College Placements: People simply attend placement drives without even knowing the detailed description of a job, roles and responsibilities. Aptitude – Coding – Technical interview – HR round. But people outside college (fresher) struggle a lot with the above platform's job description. It occurs generally in the field irrespective of those platforms too.

Explore AS, differentiate

Focus on J&P, tap into BE, understand

2. JOBS-TO-BE-DONE / PROBLEMS J&P

1. Not getting proper job recommendations based on their skill level or proficiency in that particular field.
2. Not find their interests yet to move ahead in their career.
3. Not proper guidance and support for them to lead them in their right path.

9. PROBLEM ROOT CAUSE RC

1. Job Recommendations aren't based on the people's need fully. It just give outputs for the input. It has to be based deeply with the people's mindset and their skill levels.
2. Job description and placement methodologies aren't same inside and outside the college for fresher. For more (refer #5).

7. BEHAVIOUR BE

1. Contact their relatives, seniors and friends who works in their interested fields to know about the opportunities, to clear their doubts and for guidance.
2. Googling about the jobs.
3. Trial and error method.

Focus on J&P, tap into BE, understand

3. TRIGGERS TR

1. College seniors / College's recommendation.
2. Close friends sharing the product.
3. Product in their mother language.
4. Low cost.
5. Testimonials, Reviews, and Achievements.

4. EMOTIONS:

BEFORE EM

1. Self-doubt.
2. Low self-esteem.

AFTER

1. Self-analysis (no self-doubt).
2. Skill found (high self-esteem).
3. Job recommendation based on their skill level (happy).

10. YOUR SOLUTION SL

We found the core problem among job seekers. Now, we are trying to solve it by **simply finding users' skill levels in a more human-centered way and recommending jobs based on their category at all levels.** We believed that this idea can be scalable. Because once we achieve/find an implementation approach to our above-mentioned primary task then,

1. It can be expandable by **providing offline support along with online.**

End-to-end support for both skills identification, enhancement, job support, and more.

8. CHANNELS of BEHAVIOUR CH

ONLINE

1. Analyzing Job searching platforms.
2. Googling.

OFFLINE

1. Contact peoples.

References:

1. https://www.ideahackers.network/problem-solution-fit-canvas/
2. https://medium.com/@epicantus/problem-solution-fit-canvas-aa3dd59cb4fe