

Define CS, fit into CC Focus on J&P, tap into BE, understand RC	<p>1. CUSTOMER SEGMENT(S) CS</p> <p>Who is your customer? i.e. working parents of 0-5 y.o. kids</p> <p>The main customer for our project are</p> <ol style="list-style-type: none"> 1. Persons who are seeking employment. 2. Persons that recruit job candidates. 	<p>6. CUSTOMER CONSTRAINTS CC</p> <p>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.</p> <ol style="list-style-type: none"> 1. Potential Scam 2. Time Consuming 	<p>5. AVAILABLE SOLUTIONS AS</p> <p>Which solutions are available to the customers when they face the problem</p> <p>Pros:</p> <ol style="list-style-type: none"> 1. Promotion of People's skillset. 2. Marketing of company infrastructure. <p>Cons:</p> <ol style="list-style-type: none"> 1. Delivery false information. 2. Intense competition. 	Explore AS, differentiate Focus on J&P, tap into BE, understand RC
	<p>2. JOBS-TO-BE-DONE / PROBLEMS J&P</p> <p>Which jobs-to-be-done (or problems) do you address for your customers? There could be more than one; explore different sides.</p> <ol style="list-style-type: none"> 1. Create a platform to facilitate job searching 2. Profile with safe personal data. 3. Make the job-filtering process simpler. 	<p>9. PROBLEM ROOT CAUSE RC</p> <p>What is the real reason that this problem exists? What is the back story behind the need to do this job?</p> <ol style="list-style-type: none"> 1. Jobs that are listed on unreliable platforms may be fraudulent 2. Companies fail to disclose their true infrastructure 3. Some job portals want payment in advance of the starting 	<p>7. BEHAVIOUR BE</p> <p>What does your customer do to address the problem and get the job done?</p> <p>i.e. directly related: find the right solar panel installer, calculate usage and benefits; indirectly associated: customers spend free time on volunteering work (i.e. Greenpeace)</p> <ol style="list-style-type: none"> 1. When Users apply for fraudulent jobs, they get unhappy due to wasted time 2. Users were not satisfied when platforms allowed hirers to post jobs that were not real 3. Cheating during online recruitment process 	

<div><div>3. TRIGGERS</div><div>TR</div><div>1.Financial Problem 2.Societal Pressure 3.Dissatisfaction of job 4.Finds a better way to improve her knowledge as well as career growth.</div></div>	<div><div>10. YOUR SOLUTION</div><div>SL</div><div>1.A Fake job offer is detected and removed automatically. 2.Recommend and askill to job seeker for a particular job openings 3.A notification will be send via email regarding job openings.</div></div>	<div><div>8.CHANNELS of BEHAVIOUR</div><div>CH</div><div>8.1 ONLINE 1.Apply and maintain a connection with recruiters. 2.Also search about job openings. 8.2 OFFLINE Learn and gain the required skills in open Source platform as well as in our job website</div></div>
<div><div>4. EMOTIONS: BEFORE / AFTER</div><div>EM</div><div>Before: 1.Sad,depressed,and low confidence. 2.Fear of Rejection before attending any hiring process. After: 1.Highly Movtivated. 2.Gained confidence to do any task.</div></div>		