PROJECT DESIGN PHASE - I
PROBLEM SOLUTION FIT

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Project	University Admit Eligibility Predictor
Team ID	PNT2022TMID20961

Define CS, fit into CC | **Explore AS, differentiate**

1. CUSTOMER SEGMENT(S)   CS
Who is your customer?

Students who have completed 12th grade in HSC.

6. CUSTOMER CONSTRAINTS   CC
What constraints prevent your customers from taking actions or limit their choices of solutions?

It must need android phone, laptop with good network connection.

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 and cons do these solutions have?

Seat allotment, Eligibility criteria due to entrance exam like NEET, JEE, etc,.

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

2. JOBS TO BE DONE/PROBLEMS   J&P
Which jobs to be done do you address for your customers? There could be more than one, explore different sides.

Want to get admission in preferred University

9. PROBLEM ROOT CAUSE   RC
What is the real reason that this problem exists? What is the back story behind the need to do this job?

Due to high competition and not meeting the required criteria.

7. BEHAVIOUR   BE
What does your customer do to address the problem and get the job done?

At the last moment spend more money and time to get into the preferred university

Identify strong TR & EM | **Identify strong TR & EM**

3. TRIGGERS   TR
What triggers customers to act?

Watching other students trying to getting one's favourite university.

4. EMOTIONS   EM
How do customers feel when they face a problem or a job and afterwards?

Confused, anxious over whether one getting admission in university.

10. YOUR SOLUTION   SL
If you are working on an existing business, write down your current solution, fill in the canvas and check how much it fits reality.
If you are working on a new business proposition keep it blank until you fill in the canvas and find a solution.

We would create an app that helps students to get the list of colleges by comparing the student's cut off and predicting admission probability.

8. CHANNELS OF BEHAVIOUR   CH
8.1 ONLINE

What kind of actions do customers take online? Extract online channels from it?

8.2 OFFLINE

What kind of actions do customers take offline? Extract offline channels from it and use them for customer development?