# UX анализ VIRAVA

# 10 features:

- 1. Video transcripts to enhance understanding.
- 2. Multilingual subtitles available for videos.
- 3. Interactive tasks and quizzes to track progress and identify knowledge gaps.
- 4. Discussion forums for exchanging insights with fellow learners and instructors.
- 5. PDF notes available for download, for quick printing and easy in-browser preview.
- 6. A collection of highlighted notes and articles for fast access and reference.
- 7. Analytics and progress report to track learning achievements.
- 8. Al Assistant integrated into the platform for an instant responses within the interface.
- 9. A mobile application for a convenient access from anywhere, anytime.
- 10. Certificates and diplomas provided from top companies and experts upon successful course completion.

# Main problems

Drop off after a free trial
Content overload
Value of certificate

# Paint points

Low course completion rates

Poor engagement and interactions with authors

Lack of practical application

Loosing access to materials & completed works

## Goals

Generate revenue: avg price of a certificate is over \$100
Attract top experts/companies/universities to develop new courses
Increase course completion rates
Provide convenient platform
Attracting solvent people

# Target audience

People who are willing to spend money on education:

- Working professionals
- Entrepreneurs
- Big companies
- Students

# Foreign competitors

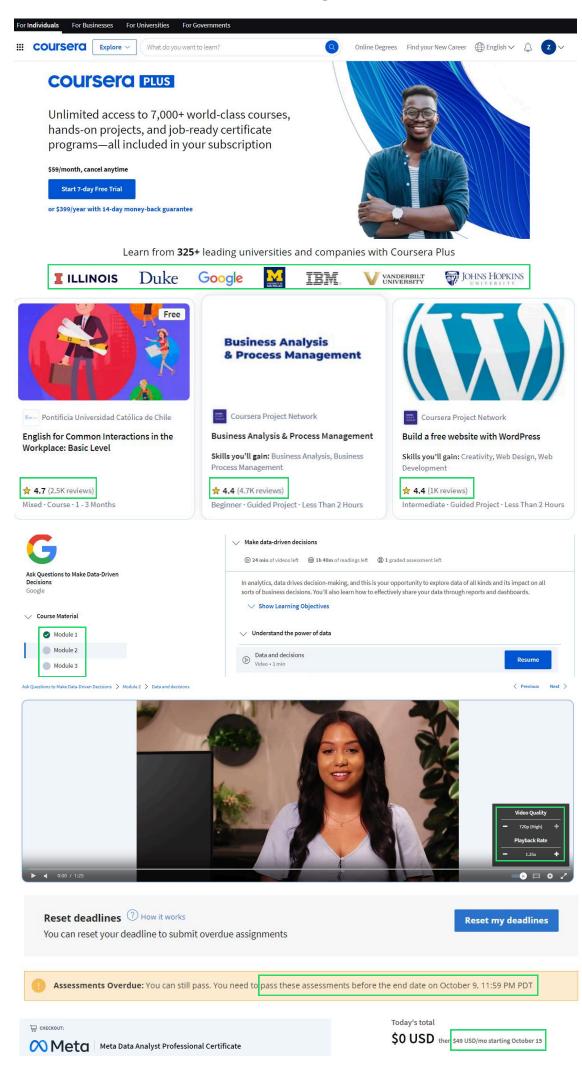
## **Advantages**

- Courses from top universities and companies
- High valued certificates and diplomas
- Adjustable playback speed and subtitles
- High-quality materials
- Visible ratings and number of reviews
- Well structured and organized materials

### Disadvantages

- High cost
- Subscription model
- Fixed schedule for certain courses
- Time pressure

#### https://www.coursera.org/



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## Disadvantages

- High cost
- Subscription model
- No ratings or user numbers displayed on the first page

#### https://www.edx.org/



## **Advantages**

- Wide selection of courses
- Affordable prices
- Adjustable playback speed and subtitles
- Easier to get in touch with authors

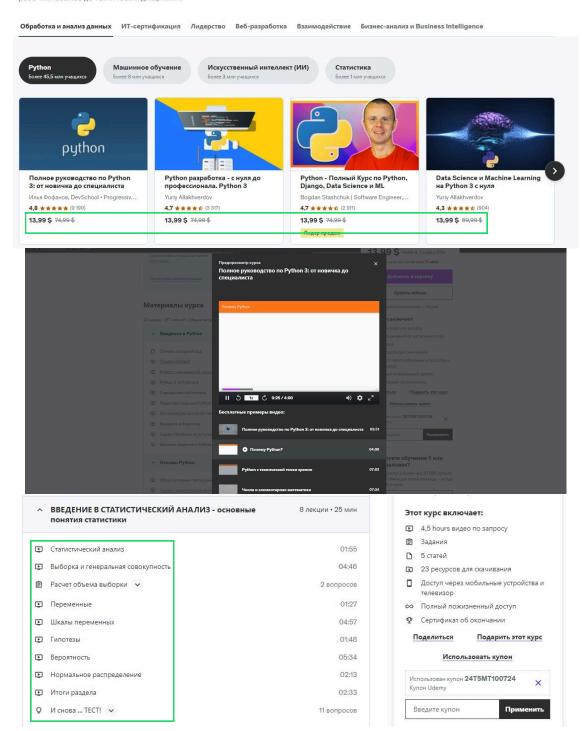
## Disadvantages

- Varied quality
- Lack of accreditation
- Not always updated
- Lack of quizzes and tests

#### https://www.udemy.com/

#### Все нужные навыки в одном месте

Udemy поддерживает ваше профессиональное развитие — осваивайте все, что нужно, от важнейших рабочих навыков до технических дисциплин.



#### Ускорение развития — для вас и вашей организации

Достигайте целей быстрее с помощью наших планов или программ. Опробуйте их сегодня бесплатно или свяжитесь с отделом продаж, чтобы узнать больше.

