



---

**SOEN 6841: SOFTWARE PROJECT MANAGEMENT**

**Fall 2024**

**Intelligent Tutoring System-Problem Identification and Market Analysis**

**Instructor - JOUMANA DARGHAM**

---

**Submitted By**

**Anubhav Mahajan (40267770)**

**Hardeep Singh (40304655)**

**Muskan Gupta (40230236)**

**Prachi JatinKumar Patel (40261038)**

**Theophilus McEl Amafu (40276406)**

## **Problem Identification**

### **Objective:**

The primary objective of this problem identification report is to conduct a thorough investigation into the challenges faced by students, educators, and educational institutions in the learning process. This involves identifying specific pain points that limit effective learning outcomes and engagement. By examining existing educational practices and technologies, we hope to uncover gaps and unmet needs that our AI-based Intelligent Tutoring System can address. This report will provide insights into how our solution can uniquely fulfill these needs, ultimately leading to a more personalized, effective, and adaptive learning environment that enhances the overall educational experience.

### **Problem/Opportunity Statement**

**Problem:** The present educational landscape, particularly regarding the online learning platforms like Coursera, edX, and Khan Academy offer a wide range of educational content, they frequently fail short to meet the personalized learning requirements of individual students. There is lack of additional explanations, clarification or interpretations of the learning material. A common challenge for online learners is the difficulty in getting timely and specific answers to their questions, which can lead to frustration, reduced motivation, and lower course completion rates as doubts create more confusion if not resolved instantly can make the individual struggle to move forward. Majority of online platforms rely on static, pre-recorded lectures and standardized assessments that do not adjust to each learner's unique pace, learning style, or areas of struggle.

### **For example:**

- 1) Massive Open Online Courses (MOOCs), like those found on platforms such as Coursera and edX, serve thousands of students simultaneously, making personalized attention practically impossible to acquire. Without immediate feedback, many students who struggle to grasp key concepts tend to drop out early, leading to high attrition rates. Studies conducted at Harvard's Center for Educational Policy highlights that the dropout rate for MOOCs frequently surpasses 80%.
- 2) In large traditional classroom settings, teachers face significant challenges in accommodating different learning styles. Providing timely, individualized feedback becomes practically hard, especially when managing huge number of students. Moreover, testing students has become a complex task for teachers in virtual classrooms.

**Industry Example:** A 2023 EdTech Report indicates that more than 45% of educators identify the lack of personalized learning tools as a major obstacle to boosting student engagement and improving learning outcomes. This is where Intelligent Tutoring Systems (ITS) could offer an effective solution.

**Opportunity:** There is an opportunity to close the gap by developing an Intelligent Tutoring System (ITS). An ITS is a software solution designed to replicate one-on-one human tutoring by providing real-time, personalized learning experiences. Through adaptive learning technologies, ITS can identify a student's knowledge gaps, offer customised feedback, and recommend specific

learning paths. By integrating artificial intelligence (AI) and machine learning (ML) algorithms, an ITS can continuously analyze a student's performance, predict areas of difficulty, and dynamically adjust the content to meet individual learning needs.

We have gathered some review from different e-learning platforms about the major issues faced by students.

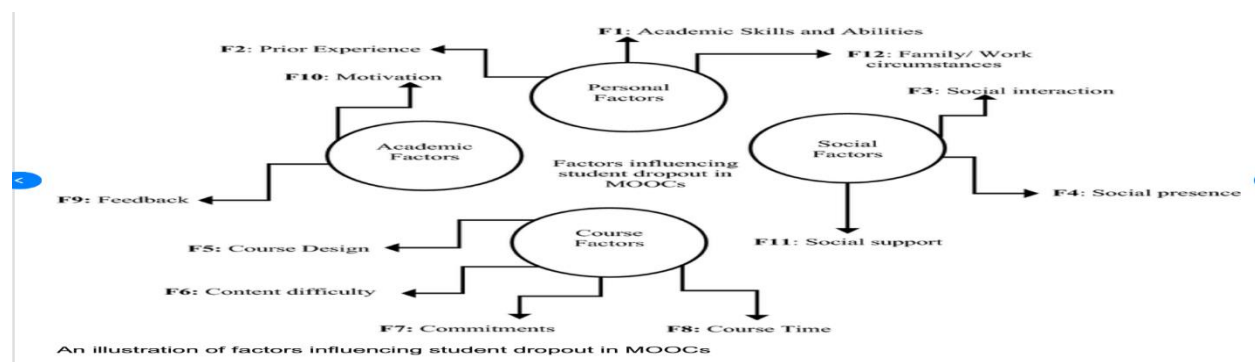
I purchased 2 courses on UDEMY for IT Recruiters. They were both SO BAD and so basic, that I could not continue past the first 30 minutes. The gentleman who claims to have 25 years in IT Recruiting, teaches as if he was teaching senior citizens with zero tech experience. I was looking for a comprehensive course on the important areas of IT, as well as the terminology and definitions that are more frequently used.

It's a scam. You can't even file tuition taxes under this. And the course is unorganized and unprofessional. My prof has no idea what he was doing he was literally paid to sit there and say "Ummmm" every second. Didn't know anything about the assignments

I recently finished their Python Basic for Data Science course/ certificate. I've had some prior exposure to Python and felt the course could have offered real world projects and more Python functionalities before handing out a certificate. Difficulty level was set too low to get certified. Apart from that it's a good course for beginners. As for the platforms, it's like most others platforms some courses are better than others.

## Significance

**Significance in Education:** The increasing reliance on digital platforms especially in education sector highlights a significant gap: the lack of individualized learning assistance. While Massive Open Online Courses (MOOCs) such as Coursera, edX, and Udemy have made education more accessible to a global audience, they often employ a set methodology. This universal approach does not accommodate the diverse learning styles and needs of students, leading to decreased engagement and elevated dropout rates across these platforms. Addressing these shortcomings becomes crucial for improving student outcomes.



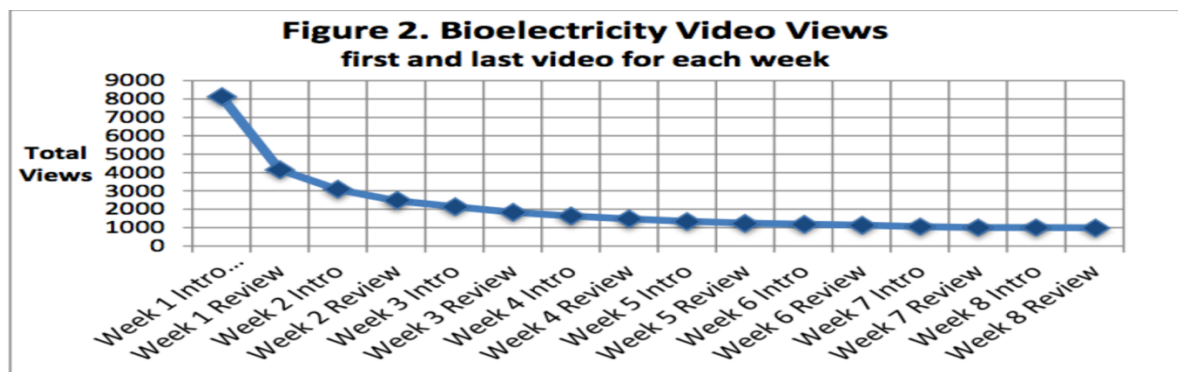
[Figure 1]

According to a Harvard Centre for Educational Policy study, dropout rates for MOOCs often exceed 80%. This concerning figure can be attributed to the lack of attention an individual gets, real-time feedback, which is considered most important for addressing individual learning challenges. Students often struggle without timely guidance or the ability to resolve doubts as they progress through the course content, resulting in a sense of disconnection from the course.

Furthermore, according to a 2023 analysis by EdTech Industry Insights, 45% of educators believe that improving student engagement and performance in online and hybrid learning environments is significantly hampered by the lack of individualized learning tools.

Most of traditional online learning environments rely on lectures that have been pre-recorded and standardized tests, which don't take individual difficulties into consideration. In today's digital era, where flexibility and customization are critical for effective education, this lack of personalization poses a growing concern for improving learning outcomes.

The graph below makes it evident that as the course goes on, the views drastically decrease.



[Figure 2]

The proposed Intelligent Tutoring System (ITS) solution aims to significantly improve the quality of online education by providing a more interactive and personalized learning experience. In contrast to traditional online courses, ITS platforms adaptively modify content based on each learner's performance, learning style, and pace. This tailored approach fosters a deeper understanding, boosts engagement, and ultimately results in higher course completion rates. By offering real-time feedback and addressing specific questions, the system helps prevent extended periods of confusion, thereby minimizing frustration and enhancing overall learning outcome.

Additionally, ITS could democratize education by making personalized tutoring more accessible, especially for learners from underserved communities or those who cannot afford private tutors. A well-implemented ITS would also cater to learners with special needs, adapting content to accommodate different learning disabilities, which is not a feature commonly supported by traditional platforms.

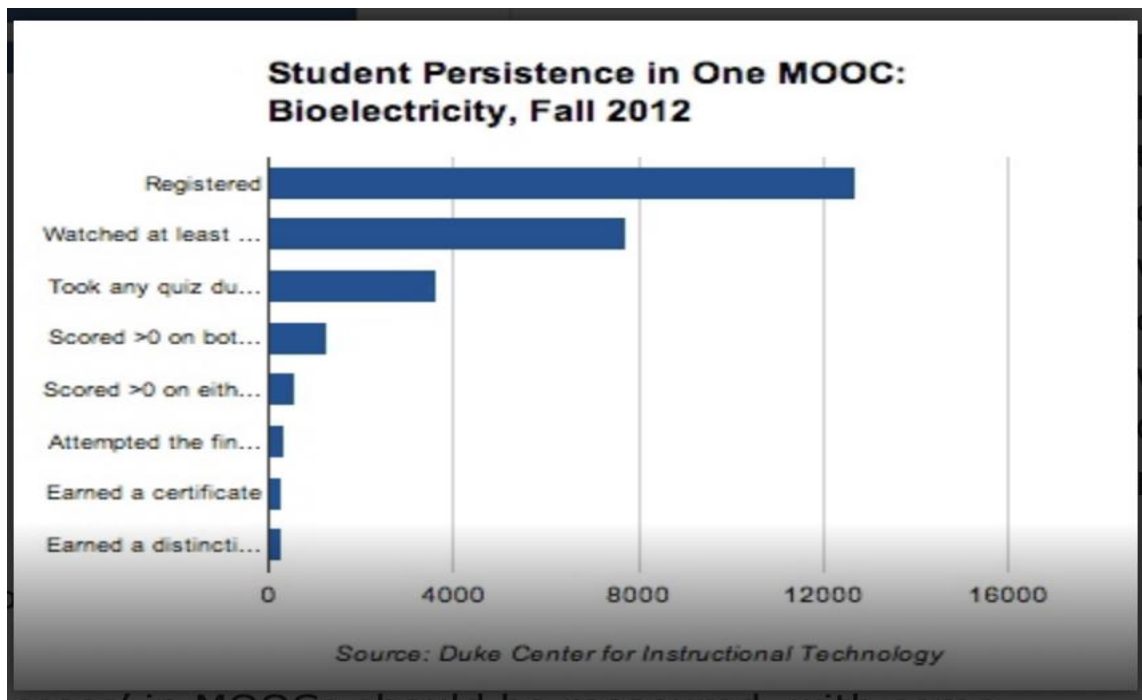
## Proof and Supporting Examples

1. **Student Frustrations in Existing Platforms:** In platforms like Coursera, students often rely on peer-to-peer discussion forums to resolve doubts. However, as observed in multiple online forums, many queries remain unresolved due to a lack of real-time expert intervention. A post from a Coursera forum on the popular "Machine Learning" course highlighted multiple unanswered student questions, some dating back several weeks, as shown in this example below:

Coursera has turned to be a fraudulent website over the years. They have charged me money on a course that started a year back, while I paid for the same course which was about to start next month. Now, I have lost 3K to this fraud of a website. There is no way I can get in touch with customer care. They just have FAQs section in the Help Center.

If you join the coursera community website, there are thousands of cases as such. I would never recommend coursera to anyone.

2. **Completion Rates:** According to a report from Harvard and MIT, only **3-6% of students complete online courses** from platforms like Coursera or edX. One of the primary reasons cited for dropout is the lack of real-time, personalized support in resolving course-related doubts. Intelligent Tutoring Systems have been shown to improve engagement and retention by offering tailored feedback and learning paths, leading to better student outcomes.



[Figure 3]

3. **Case Study of ITS Impact:** A study conducted by **Carnegie Mellon University** on their ITS platform, known as the **Cognitive Tutor**, demonstrated that students who used ITS for learning mathematics showed **greater learning gains (an improvement of 40%)** compared to those who engaged in traditional classroom learning. This proves that personalized tutoring through AI can significantly enhance learning outcomes, especially in challenging subjects.

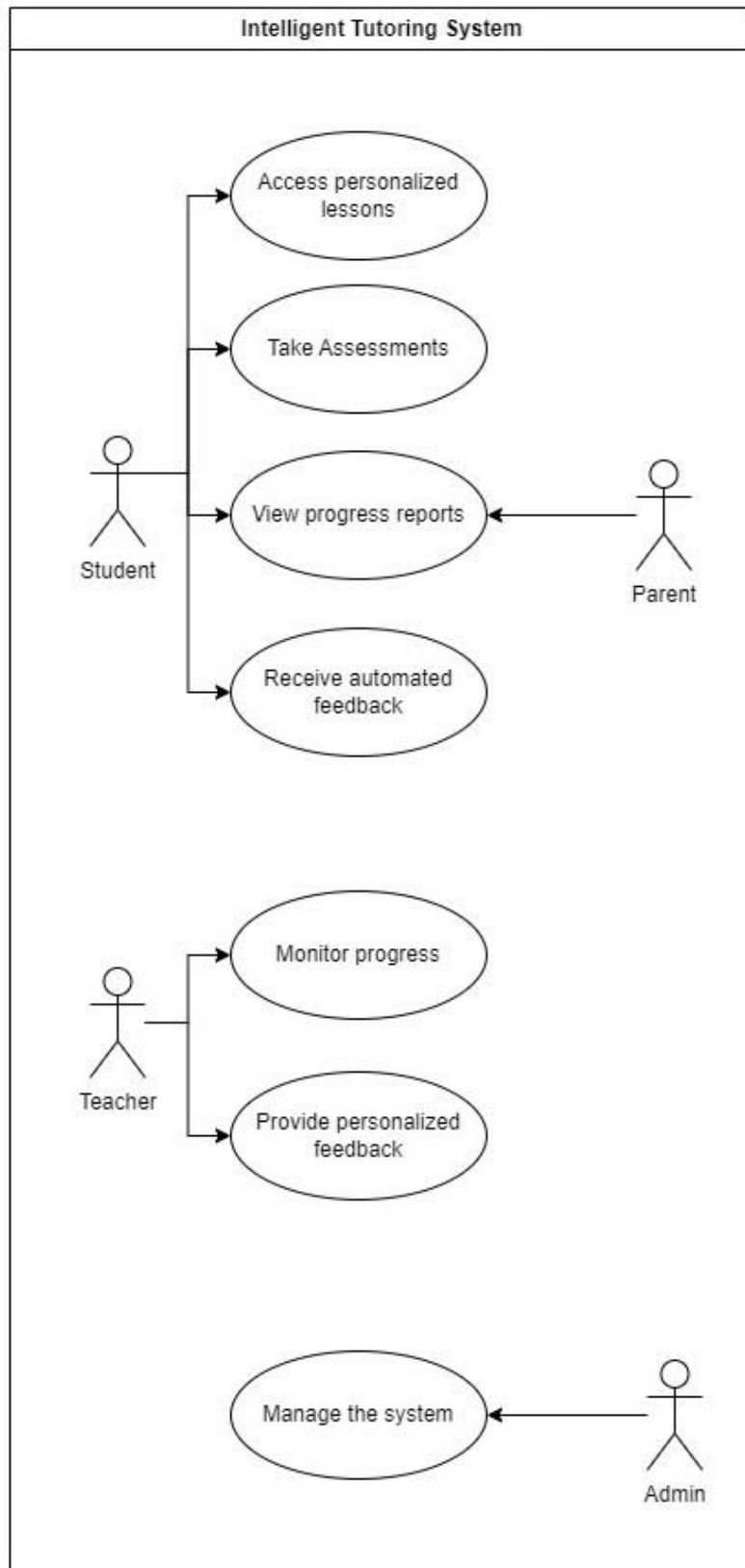
## Stakeholder Analysis

An AI-driven Intelligent Tutoring System has the potential to significantly impact a variety of people, each with their own unique perspectives:

1. **Students:** They are at the heart of the system. By personalizing lessons to match each student's learning speed, preferences, and challenges, the system helps them better understand concepts and perform more confidently. Imagine a student struggling with a topic but receiving real-time adjustments to their lessons—this would lead to a more positive and satisfying learning experience.
2. **Teachers:** Teachers are essential guides in education, and this system can help them by providing tools like automatic feedback, real-time progress tracking, and personalized suggestions for their students. This would free them to focus on giving deeper support where it's needed most. However, there may be concerns that too much automation could limit their control over teaching, so it's important that the system serves as a support, not a replacement.
3. **Educational Institutions:** Schools and universities are always looking for ways to help students succeed while using their resources wisely. This system offers a way to improve learning outcomes, cater to diverse students, and boost institutional performance. However, they may worry about how much it will cost, how it will fit into their current systems, and the technical support it will require.
4. **Parents:** Parents want to ensure their children are learning well, and this system could offer valuable insights into their child's progress in real time. This would allow them to be more involved in their child's learning, which could ease concerns. Still, they might question whether the system truly provides high-quality, personalized content and is accessible for students from different backgrounds.
5. **Policymakers and Education Administrators:** On a larger scale, policymakers are focused on creating educational systems that serve all students equally. A system that can offer tailored instruction to many students at once could help reduce educational inequality. However, there would be concerns about data privacy, ensuring equal access to the technology, and the practicalities of rolling out such a system on a large scale.

By considering these perspectives, the development of the Intelligent Tutoring System can be better aligned to meet the diverse needs of all stakeholders.

Stakeholder	Role/Benefit	Interests and Concerns
Students	Get personalized learning that adapts to their unique needs	Want an engaging and easy-to-use system that matches their pace
Teachers	Automate routine tasks and offer more focused guidance	Concerned about balancing automation with maintaining control
Educational Institutions	Boost student success and retention rates	Worried about the costs, system integration, and ongoing support
Parents	Stay updated on their child's progress, ensure quality education	Care about how accessible and effective the system is for their child
Policymakers	Promote scalable and fair educational solutions	Focused on data privacy, equity, and the feasibility of scaling the system



[Figure 4]



## **Relevance to Software Solution**

The deployment of an Intelligent Tutoring System (ITS) is a viable solution to address the issue of insufficient individualized learning support in online learning. This answer is particularly relevant considering the growing trend towards digital learning environments, where traditional methods often fail to meet the diverse demands of students. Here are a few ways that an ITS can close this gap:

### **1. Adaptive Learning Environment**

An Intelligent Tutoring System (ITS) utilizes artificial intelligence algorithms to develop adaptive learning pathways customized to the specific needs of each student. By evaluating a learner's progress, performance metrics, and learning preferences, the system can adjust the curriculum in real-time. This level of adaptability is essential as it guarantees that the content is appropriately challenging, striking a balance that fosters optimal learning conditions. Research from the Institute of Education Sciences indicates that personalized learning environments enhance student outcomes by enabling learners to engage with material that closely aligns with their skill levels.

### **2. Real-Time Feedback Mechanism**

A significant challenge encountered by students in online education is the absence of immediate feedback. In traditional online platforms, learners frequently wait for assessments to receive feedback, resulting in delays in grasping and correcting their mistakes. An Intelligent Tutoring System (ITS) addresses this issue by delivering instant feedback on quizzes and interactive exercises, allowing students to rectify errors and reinforce concepts in real time. Research conducted by the Bill & Melinda Gates Foundation emphasizes that timely feedback is among the most effective strategies for improving student performance in digital learning environments.

### **3. Personalized Support for Individual Challenges**

An Intelligent Tutoring System (ITS) can pinpoint the specific areas where students encounter difficulties and provide targeted resources, such as instructional videos, practice exercises, or supplementary readings, to help them navigate these challenges. This personalized support system can greatly alleviate frustration and enhance retention, as learners are more inclined to continue their studies when they receive assistance tailored to their individual needs. According to a report from the U.S. Department of Education, personalized learning strategies can result in heightened engagement and improved academic performance.

### **4. Incorporation of Learning Analytics**

The Intelligent Tutoring System (ITS) can employ learning analytics to monitor student progress over time. By gathering data on students' interactions with the learning materials, the system can uncover trends and patterns that guide instructional decisions. Educators can leverage these analytics to gain insights into the effectiveness of their teaching methods and

adjust their strategies as needed. A study by the International Society for Technology in Education highlights the significance of utilizing data analytics to shape educational strategies and boost student engagement.

## **5. Enhanced Student Engagement**

The dynamic features of an Intelligent Tutoring System (ITS), which often incorporate gamification, simulations, and interactive problem-solving scenarios, significantly boost student engagement when compared to traditional static content. Research shows that increased engagement is linked to better academic performance. The 2022 National Education Technology Plan highlights that integrating technology in ways that enhance student involvement can result in higher motivation and success rate.

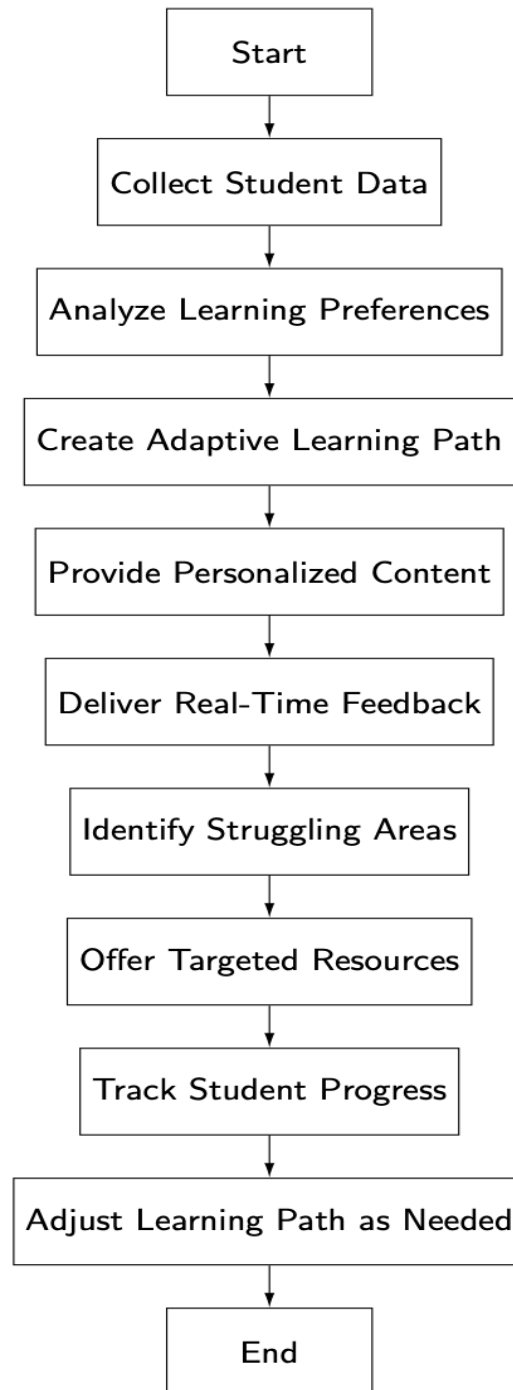
### **Initial Thoughts on the Scope of the Software Solution**

The scope of the ITS includes several key features:

- **Dynamic Content Delivery:** Customizes lessons and resources based on real-time assessments of student understanding.
- **Interactive Simulations and Problem Solving:** Engages students through practical application of concepts.
- **Comprehensive Analytics Dashboard:** Provides both students and educators with insights into learning progress and areas needing attention.
- **Collaboration Tools:** Enables peer-to-peer interaction and support, fostering a community of learners.

These features collectively aim to create an enriched learning environment that addresses the shortcomings of existing online educational platforms, ultimately leading to improved student performance and satisfaction.

## Visual Representation



---

[Figure 5]

# Market Analysis Report for Intelligent Tutoring System

## Objective:

The primary objective of this market analysis is to gain a comprehensive understanding of the educational technology landscape, with an emphasis on the present needs and expectations of potential users such as students, professionals, and educational institutions. The goal is to identify different user groups, review competitor products, and uncover areas where our AI-based Intelligent Tutoring System can address unmet demands. This will assist us determine what distinguishes our goods and how we may differentiate ourselves. By analyzing the strengths and drawbacks of current solutions, we hope to develop a solution that provides personalized, engaging, and adaptive learning experiences, making it more appealing in the constantly expanding EdTech market.

## Target Audience Identification

### Students:

This category comprises high school and college students who require academic assistance in disciplines such as mathematics, science, computer science, and languages. These students are searching for a personalized learning experience that will help them understand complex topics, prepare for exams, and improve their overall academic performance.

- **Target Group 1:** Students who struggle with particular subjects and require additional practice and targeted lessons.
- **Target Group 2:** High-achieving students aiming to go beyond the curriculum for advanced learning opportunities.
- **Target Group 3:** Students preparing for competitive exams (SAT, GRE, GMAT) and looking for structured test preparation resources.

### Professionals, Corporate Training Departments:

Professionals from various industries, particularly those wishing to upskill or reskill in new disciplines, comprise a sizable portion of the audience. These individuals are often time-constrained, preferring flexible, on-demand learning solutions that can fit into their busy schedules.

- **Target Group 1:** Mid-level professionals aiming for career advancement through technical courses in data science, programming, and project management.
- **Target Group 2:** Individuals looking to switch careers and needing foundational courses in their new fields of interest.
- **Target Group 3:** HR and Learning & Development teams aiming to integrate adaptive training into employee development plans.

- **Target Group 4:** Organizations looking for AI-driven learning tools to support internal career transitions, leadership development, and cross-functional training.

### Educational Institutions:

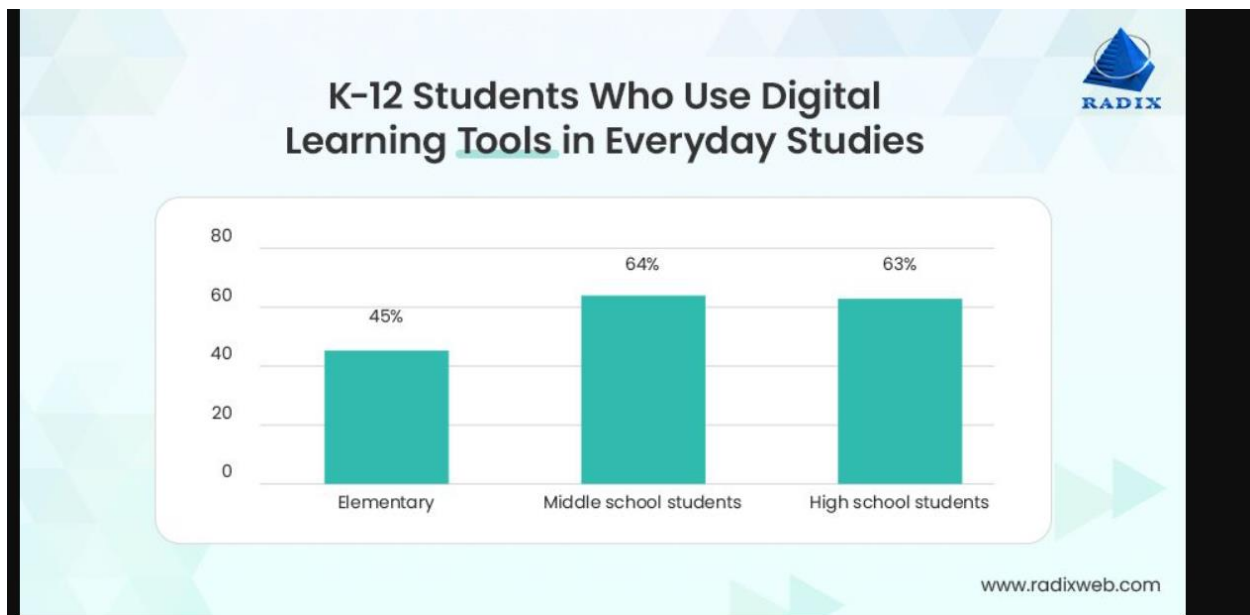
Schools, colleges, and universities aiming to implement an AI-powered tutoring system to provide their students with a modern, adaptive learning experience. This group values tools that integrate with existing learning management systems (LMS) such as Moodle, Google Classroom and offer analytics to track student progress and learning outcomes.

- **Target Group 1:** High schools looking to supplement classroom teaching with personalized tutoring.
- **Target Group 2:** E-learning platforms seeking to enhance the depth and engagement of their courses with adaptive technology.

### Parents and Guardians:

Parents are key decision-makers when it comes to choosing educational tools for their children. They value solutions that are safe, effective, and align with their child's academic goals.

- **Target Group 1:** Parents of young children (ages 10-15) looking for interactive and gamified learning experiences.
- **Target Group 2:** Parents of high school students seeking tutoring support for competitive exam preparation and skill-building.

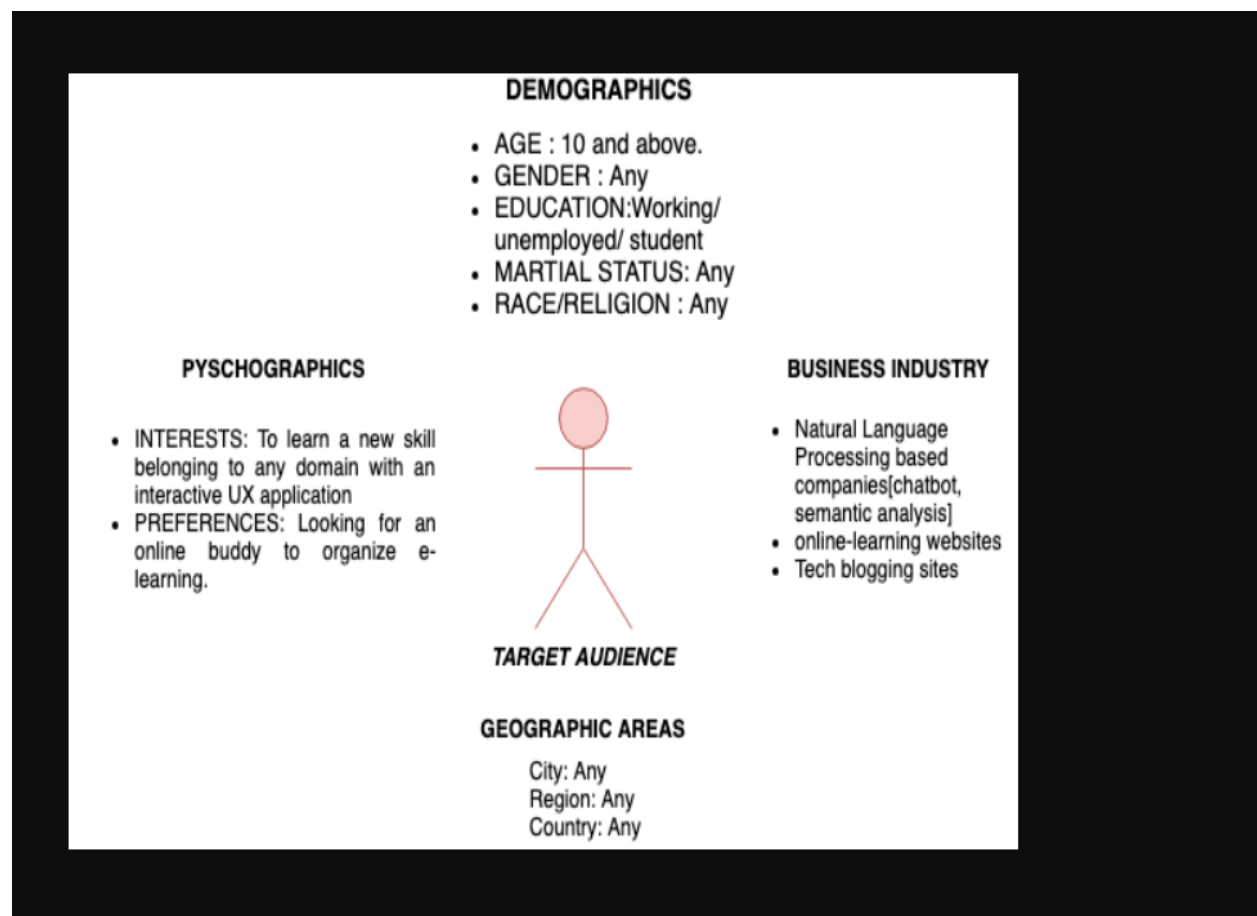


[Figure 6]

**Government and Non-Profit Educational Initiatives:** Public sector or non-profit organizations wanting to support underprivileged communities with accessible, quality education using digital tools.

- **Target Group 1:** Educational policy planners and administrators aiming to implement AI-driven tutoring for underserved communities.
- **Target Group 2:** NGOs focusing on adult education and literacy programs.

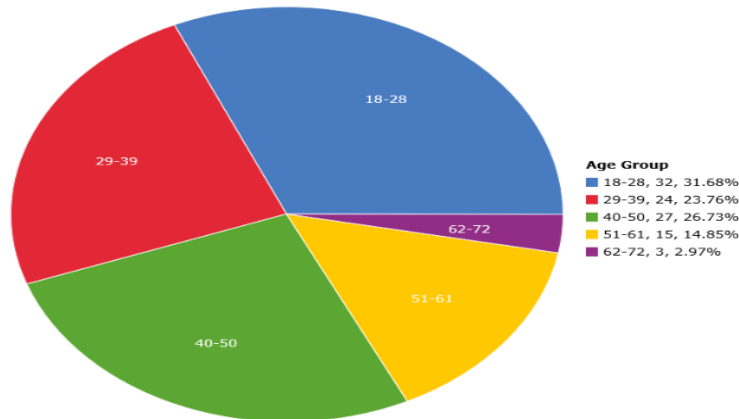
## Demographic Characteristics



[Figure 7]

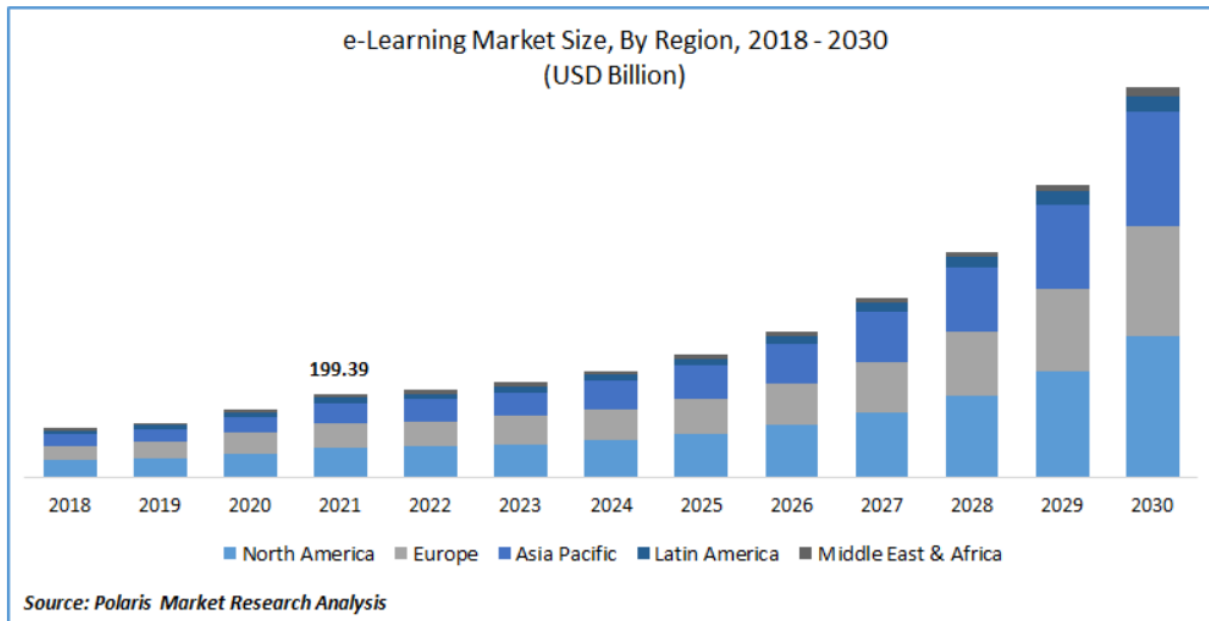
1. **Age:** The target audience primarily falls between the ages of 15-45 years, covering high school and college students, young professionals, and adult learners.

Result 1: Pie Chart Showing Age Groups



[Figure 8]

2. **Gender:** The ITS will cater to all genders. However, market research shows a slightly higher focus on tech-savvy and proactive learners, who tend to be more engaged in online learning platforms.
3. **Income Level:** The solution is designed for mid to high-income individuals who are willing to invest in education and skill development, whether through paid tutoring, certification courses, or premium content.
4. **Educational Background:** Ranges from K-12 school students and college/university students to professionals with undergraduate or postgraduate degrees.
5. **Geographic Location:** While the ITS has a global reach, the primary focus will be on regions with high digital adoption and robust e-learning ecosystems, including:
  - i. North America (United States and Canada)
  - ii. Europe (UK, Germany, France)
  - iii. Asia-Pacific (India, China, Japan, Australia)



[Figure 9]

### Psychographic Characteristics

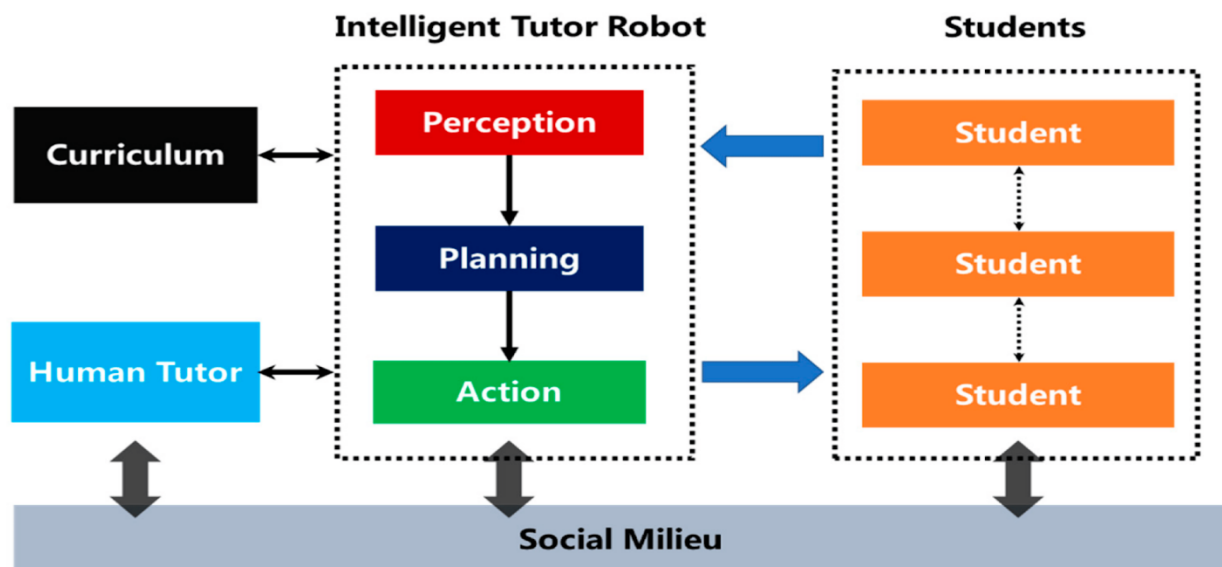
1. **Values:** A strong focus on learning efficiency, ongoing information acquisition, and self-improvement. Content that is goal-oriented, methodical, and grounded in scientific learning principles is highly valued by the audience.
2. **Lifestyle:** TA strong focus on learning efficiency, ongoing information acquisition, and self-improvement. Content that is goal-oriented, methodical, and grounded in scientific learning principles is highly valued by the audience.
3. **Behavior:** The audience uses e-learning platforms with great engagement and buys online courses and instructional materials on a regular basis. Additionally, they are very participatory and look for solutions that offer instantaneous feedback, adaptive learning, and progress that can be tracked.

### User Needs and Pain Points

1. **Personalization:** The need for content that is tailored to individual learning speeds, styles, and goals. Many existing platforms lack the ability to offer a truly personalized experience, making students feel disengaged.
2. **Real-time Feedback:** Users value immediate, constructive feedback on their performance, enabling them to identify and address their weak areas promptly. Traditional education methods often provide delayed feedback, which can hinder the learning process.
3. **Affordability:** While many learners seek high-quality tutoring, cost remains a significant factor. There is a strong demand for cost-effective alternatives to traditional face-to-face tutoring and expensive online courses.



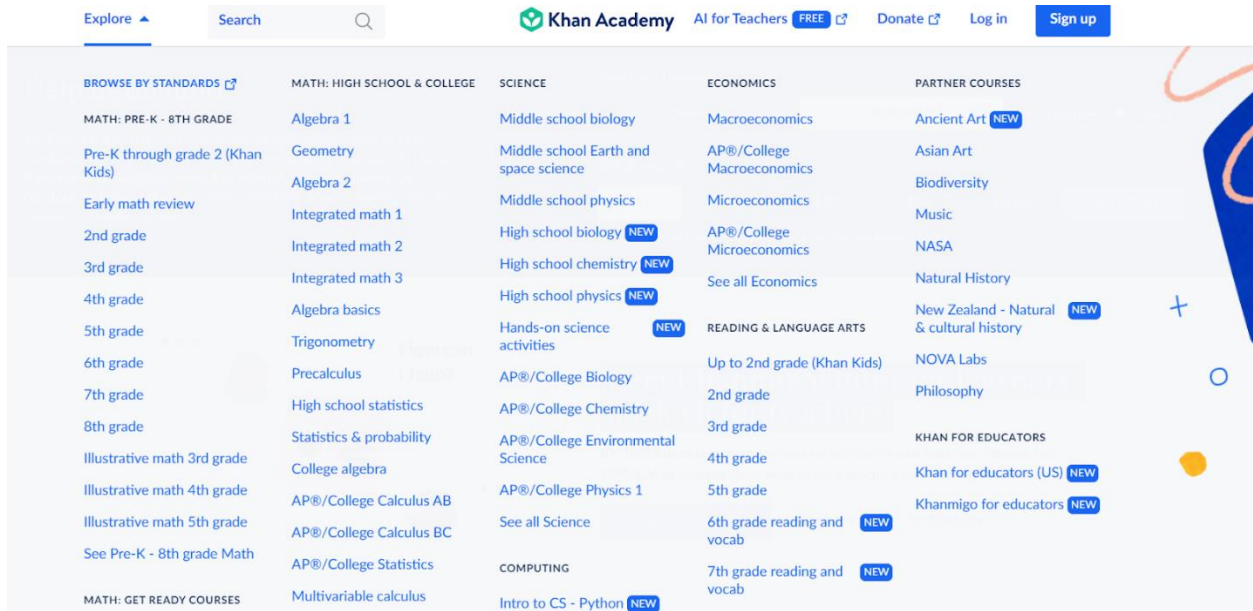
4. **Varied Content Formats:** The target audience prefers a blend of text, video, interactive activities, and quizzes to reinforce learning. Many competitors offer limited content formats, leading to reduced engagement.
5. **Safe and Secure Learning Environment:** Parents and institutions are particularly concerned about data privacy and safe online environments for students. Providing a secure, ad-free, and data-compliant platform will be a significant selling point.
6. **Personalized Content:** Personalized content in Intelligent Tutoring Systems refers to the adaptive learning material tailored to meet individual learners' needs, learning styles, and pace. ITS can deliver customized exercises, hints, and feedback by leveraging data on a student's performance, preferences, and behaviour. This approach enhances student engagement and retention by providing content that aligns with their current level of understanding, ensuring a more efficient learning process.



[Figure 10]

## Competitor Identification

1. **Khan Academy:**
  - Offers a large library of free resources, especially focused on K-12 education.
  - High accessibility but lacks sophisticated adaptive learning features.
  - **Strength:** Strong non-profit brand with high-quality content.
  - **Weakness:** Limited personalization and interactivity.



[Figure 11]

## 2. Coursera and Udemy:

- Provides a wide range of courses for professional and academic learning.
- Known for certification opportunities, but static content with limited adaptive features.
- **Strength:** Partnerships with top universities and institutions.
- **Weakness:** High cost for premium content and limited engagement tools.

			
COURSE OFFERED			
Development	Marketing	Arts and Humanities	
Business	Lifestyle	Business	
Finance & Accounting	Photography	Computer Science	
Office Productivity	Health & Fitness	Data Science	
Teaching & Academics	Music	Information Technology	
Personal Development	IT & Software		
Design			
MAJOR DIFFERENCES			
1. Scope of Subjects		4. Degrees	
2. Instructors		5. Picking the Best Courses	
3. Cost			
FINAL RECOMMENDATION			
<div><div>DEGREE OR NO DEGREE?</div><p>Udemy and Coursera are both excellent options for taking online educational courses in a variety of fields of study, especially in technology. Udemy is great for individual courses, but Coursera is the best option if you are taking the step to earn a legitimate degree. If you're just trying to take a few courses and improve your knowledge with any degree, Udemy is by far the better option.</p></div>			

[Figure 12]

### 3. Duolingo:

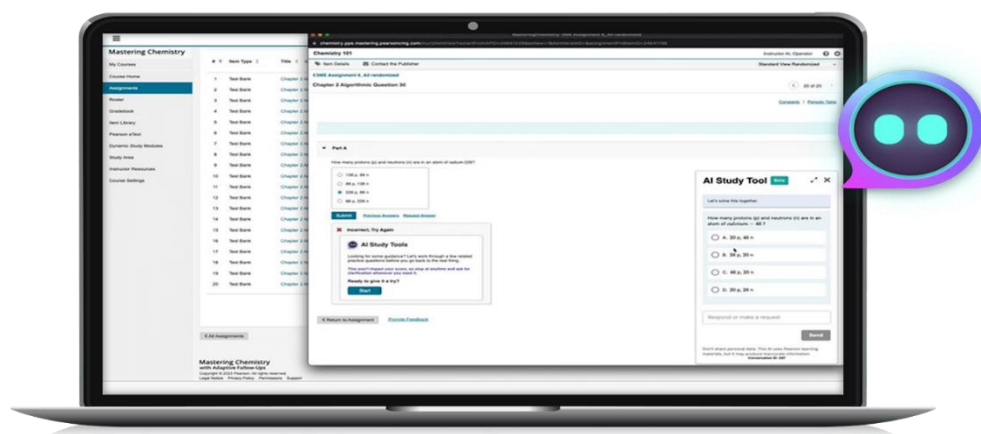
- A leader in language learning with engaging gamification.
- Provides short, interactive lessons and employs spaced repetition.
- **Strength:** Highly engaging, easy to use, and gamified.
- **Weakness:** Limited to language learning and not suited for broader educational needs.



[Figure 13]

### 4. Pearson's MyLab:

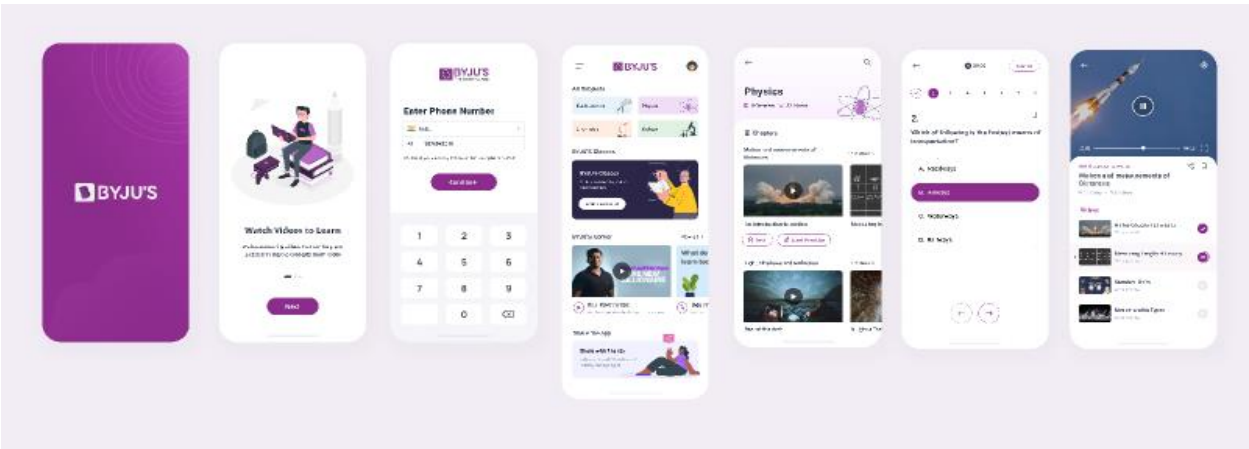
- Primarily used in academic settings for integrating assessments and feedback.
- Strong evaluation mechanisms but lacks flexibility for individual learners.
- **Strength:** Strong focus on assessments and formal education needs.
- **Weakness:** Expensive and tailored more toward institutions rather than individual



[Figure 14]

5. Byjus

- An Indian-based EdTech platform focusing on visual, video-based learning.
- Emphasizes interactive teaching with engaging video lessons.
- Strength: Popular in the K-12 segment with innovative visual learning techniques.
- Weakness: Limited adaptability for older or professional learners.



[Figure 15]

Competitor SWOT Analysis

Competitor	Strengths	Weaknesses	Opportunities	Threats
Khan Academy	Free resources, high accessibility, and large reach	Free resources, high accessibility, and large reach	Expand adaptive learning features	Growing competition from AI-driven platforms
Coursera/Udemy	Diverse course offerings, partnerships with universities	High cost and limited personalization	Enhance adaptability and real-time feedback	Competitors offering lower-cost alternatives

<b>Duolingo</b>	Innovative Learning Tools	The gamified structure, while engaging, can become repetitive over time, leading to user fatigue	Duolingo has the potential to partner with educational institutions and corporations to create specialized language programs or certification processes.	Competitors like Babbel, Rosetta Stone, and Memrise are gaining traction, especially in offering more advanced and structured courses focusing on conversational fluency.
<b>Pearson's MyLab</b>	Strong assessment and feedback mechanisms	Expensive and suited primarily for institutions	Cater to individual learners and professionals	Free, open-source platforms gaining traction
<b>BYJU's</b>	Innovative visual learning techniques	Limited for adult and professional education	Develop content for older demographics	New competitors adopting similar visual methods

**Feature Comparison Matrix**

Feature	Intelligent Tutoring System	Khan Academy	Coursera/Udemy	Duolingo	Pearson's MyLab
<b>Personalized Learning</b>	High	Medium	Low	Low	Medium
<b>Real-time Feedback</b>	High	Low	Low	Low	High
<b>Adaptability</b>	High	Low	Low	Medium	Medium

<b>Gamification</b>	Medium	Low	Low	High	Low
<b>Cost</b>	Medium	Free	High	Medium	High

## Key Takeaways

- **Intelligent Tutoring System** shows a clear advantage in personalized learning, real-time feedback, and adaptability.
- **Coursera/Udemy** and **Pearson's MyLab** are stronger in certification and assessment integration but lack a deep focus on personalization.
- **Duolingo** stands out in gamification, making learning fun, but is limited to language domains.
- **Khan Academy** offers broad free content but falls short in sophisticated adaptive learning.
- 

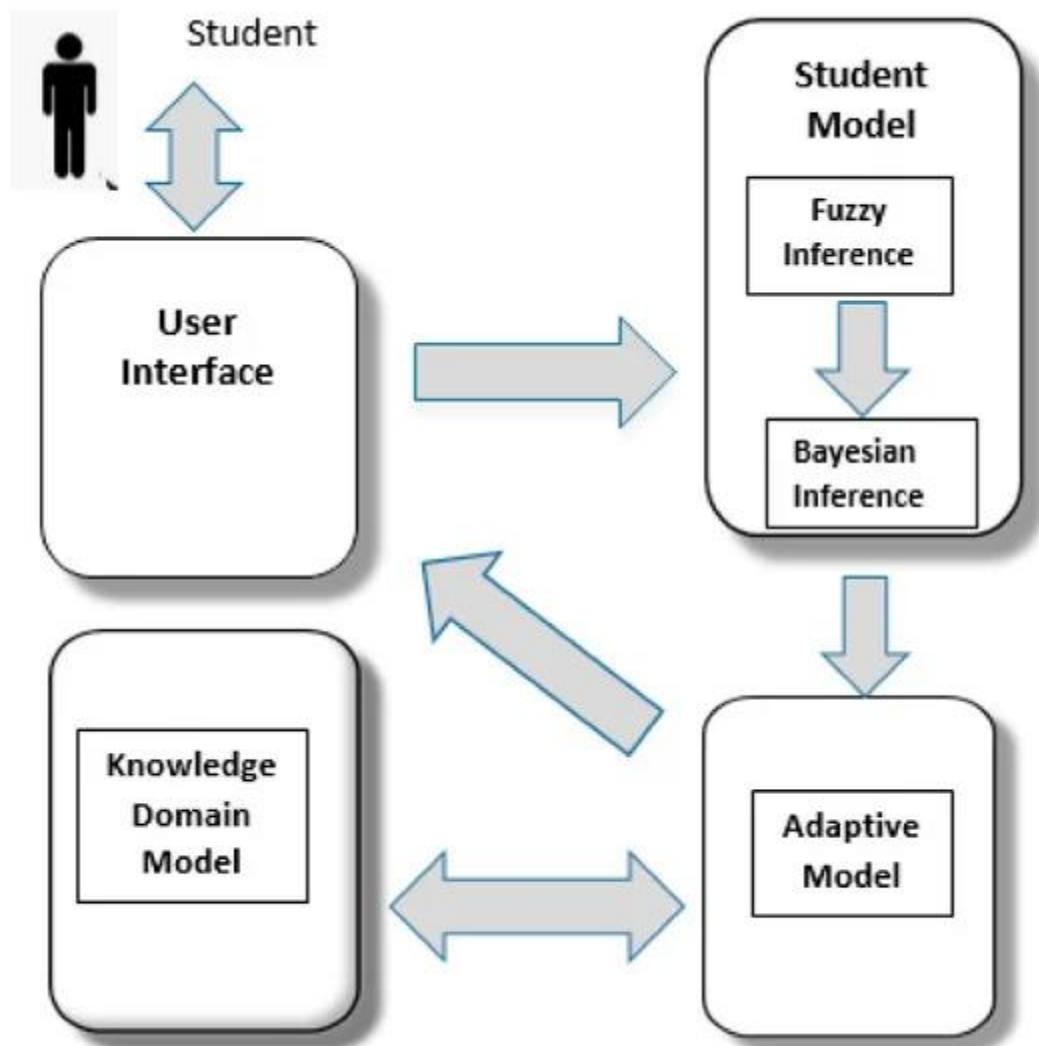
## Business Values and Unique Selling Points (USPs)

1. **Personalized Learning:** The system employs AI to create personalized learning paths, adjusting lesson difficulty and content based on each student's performance and preferences. This addresses a significant gap in current MOOCs, where over 80% of students drop out due to a lack of individualized support (Harvard Centre for Educational Policy). Personalized learning helps students focus on areas needing improvement, which is crucial for retention.
2. **Broad Subject Coverage:** Offers support across various subjects, from core academics (Math, Science, Literature) to professional skills (programming and project management). Competitors often specialize in narrow domains, limiting their user base. By catering to both students and professionals, the ITS meets the diverse needs of learners who seek skill development beyond traditional subjects.
3. **Real-Time Feedback:** Provides instant feedback through quizzes and interactive exercises, enabling learners to correct mistakes immediately and reinforce their understanding. Many existing platforms rely on delayed feedback, which can lead to confusion and frustration among users. The need for immediate support is emphasized by the 45% of educators who identify a lack of individualized learning tools as a barrier to engagement in online learning environments (EdTech Industry Insights).
4. **Interactive and Engaging:** Features like badges, leaderboards, and virtual labs keep learners engaged and motivated throughout their journey. Research indicates that gamification significantly enhances learner engagement and retention. In contrast, many

existing platforms do not leverage interactive elements, resulting in lower motivation and participation rates.

5. **Seamless Integration for Institutions:** Easily integrates with popular Learning Management Systems (LMS) like Moodle and Google Classroom, allowing institutions to adopt it without disrupting existing systems. Current solutions often require extensive modifications to LMS, creating resistance to adoption. By ensuring compatibility, the ITS reduces barriers for institutions looking to enhance their online learning offerings.

### Value Proposition



[Figure 16]

“Our AI-driven Intelligent Tutoring System provides a personalized, engaging, and adaptive learning experience, allowing students and professionals to achieve their academic and career

goals with tailored content, instant feedback, and a focus on efficiency. The solution stands out for its ability to cater to varied learning styles, enabling users to learn at their own pace while maintaining motivation and clarity in understanding complex concepts.”

### **Key Components of the Value Proposition:**

1. **Personalization:** Each user receives a unique learning experience tailored to their strengths, weaknesses, and learning preferences, ensuring that the content is relevant and effective.
2. **Efficiency:** Adaptive learning technology helps reduce learning time by presenting content in a way that suits the learner’s pace, focusing more on weaker areas and accelerating through familiar topics.
3. **Real-Time Feedback:** Continuous, actionable feedback boosts user confidence, making it easier to track progress and adjust learning strategies on the go.
4. **User-Centric Design:** The platform’s intuitive design and interactive features are specifically created to reduce cognitive load, keeping users engaged and motivated throughout their learning journey.
5. **Scalability for Institutions:** For educational institutions, the ITS offers a scalable, data-driven solution that provides insights into student performance, enabling targeted interventions and improved learning outcomes.

### **Long-Term Benefits**

**Cost Savings:** The AI-based system offers a scalable and cost-effective solution for large audiences, providing quality learning without the high costs of traditional tutoring.

**Enhanced User Experience:** Adaptive learning minimizes unnecessary repetition, ensuring a smoother learning journey and keeping users engaged.

**Competitive Advantage:** The ITS stands out with its unique adaptability, multilingual support, and seamless integration, making it appealing to diverse learners and institutions.

**Improved Learning Outcomes:** The personalized approach improves understanding and retention, leading to better long-term academic and career success.

**Time Savings and Convenience:** ITS’s flexibility and time-efficient paths allow learners to fit studies into their schedules, making it ideal for busy professionals.

**Data-Driven Decision Making:** Institutions can use detailed analytics to support at-risk students, optimize courses, and enhance learning outcomes.

**Long-Term User Engagement:** Gamification and social learning features promote sustained engagement, transforming learning into a regular habit rather than a task.



## References

- 1) [Figure1] Aldowah, Hanan & Al-Samarraie, Hosam & Alzahrani, Ahmed & Alalwan, Nasser. (2020). Factors affecting student dropout in MOOCs: a cause and effect decision-making model. *Journal of Computing in Higher Education*. 32. 10.1007/s12528-019-09241-y.
- 2) [Figure 2] Bustamante-León M, Herrera P, Domínguez-Granda L, Schellens T, Goethals PLM, Alejandro O, Valcke M. Toward a More Personalized MOOC: Data Analysis to Identify Drinking Water Production Operators' Learning Characteristics—An Ecuador Case. *Sustainability*. 2022; 14(21):14206. <https://doi.org/10.3390/su142114206>
- 3) [Figure 3] Bustamante-León M, Herrera P, Domínguez-Granda L, Schellens T, Goethals PLM, Alejandro O, Valcke M. Toward a More Personalized MOOC: Data Analysis to Identify Drinking Water Production Operators' Learning Characteristics—An Ecuador Case. *Sustainability*. 2022; 14(21):14206. <https://doi.org/10.3390/su142114206>
- 4) [Figure 6] <https://radixweb.com/blog/top-elearning-statistics>
- 5) [Figure 7] Nandyala, Sai Lakshmi Harichandana. (2019). i-Learn Buddy, natural language processing start-up idea. 10.13140/RG.2.2.18908.95367.
- 6) [Figure 8] <https://www.statcrunch.com/reports/view?reportid=47673&tab=preview4>
- 7) [Figure 9] <https://www.polarismarketresearch.com/industry-analysis/e-learning-market>
- 8) [Figure 10] Yang, J., & Zhang, B. (2019). Artificial Intelligence in Intelligent Tutoring Robots: A Systematic Review and Design Guidelines. *ArXiv*, abs/1903.03414.
- 9 [Figure 16] Eryılmaz M, Adabashi A. Development of an Intelligent Tutoring System Using Bayesian Networks and Fuzzy Logic for a Higher Student Academic Performance. *Applied Sciences*. 2020; 10(19):6638. <https://doi.org/10.3390/app10196638>