

Define CS, fit into CC	<div>1. CUSTOMER SEGMENT(S) Students who have recently completed their schooling and ready to get admitted into top universities. CS</div>	<div>6. CUSTOMER CONSTRAINTS Customer should receive right information about the universities. Customer's personal data should be kept confidential. Time of prediction should be less. Prediction should be accurate. CC</div>	<div>5. AVAILABLE SOLUTIONS Scores of JEE mains, advanced can also be used for predicting admissions along with cut offs. AS</div>	Explore AS, differentiate
	<div>2. JOBS-TO-BE-DONE / PROBLEMS Need to predict the university where they can be admitted. The information they provide should be kept confidential. Right and accurate information about universities should be shared with them. J&P</div>	<div>9. PROBLEM ROOT CAUSE There are more competition and admission criteria change every year. RC</div>	<div>7. BEHAVIOUR Customer spends more money to get admission in universities. Customer also spend time in searching in the details about universities. BE</div>	
Focus on J&P, tap into BE, understand RC	<div>3. TRIGGERS Seeing students who use this predictor and get admissions on desired university. The accuracy of past predictions. TR</div>	<div>10. YOUR SOLUTION SL To create a solution to predict university admission accurately and efficiently in order to help students in selecting college using</div>	<div>8. CHANNELS of BEHAVIOUR 8.1 ONLINE Customer search about the colleges in internet and gather the eligibility criteria and other information. CH</div>	Identify strong TR & EM

	<p>4. EMOTIONS: BEFORE / AFTER</p> <p>Before: Anxious, confused ,Worried</p> <p>After: more confident ,satisfied, complete</p>	<p>student's cutoff ,category ,marks etc.</p>	<p>8.2 OFFLINE</p> <p>Customer visit the universities to gather information and gather information from students studying there.</p>	
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