Key Idea

- **Use Open Data < Create Open Data**
  - what people are feeling
  - what people are thinking
  - what people want ...

- **Popular Job Categories and Expected Skills**
  - Visualization and publication of them on the Internet
  - The data will help future employees.

**enishi**

- **enishi** is a job-matching service triggered by pass-by of two users.
- **enishi** is used on mobile devices like smartphone
- **enishi** can collect the data as requirements of users.
- I have proposed **enishi** on the 1\textsuperscript{st} stage.
How People Get a Job in Japan?

Companies welcome **new graduates**, but...
- Companies expect potential of freshmen.
- Mid-career recruits are much fewer than freshmen.

**Many-to-many** communication.
- Each job seeker applies for many companies.
- Each company interviews many job seekers.
- This exhaust both companies and job seekers.
How enishi Works

● **One-to-one instant** job matching service with smartphone
  - Match a job seeker with a recruiter **during sight-seeing in a city**
  - Trigger job matching when they “pass by” in the streets
  - **Recommend nearby cafe** or meeting room for instant interview

● **Enabling Technologies**
  - **Proximity Detection** of smartphone to detect “Pass-by” (e.g., BLE)
  - **Tourism Open Data** for generating sight-seeing course (e.g., feelKobe)
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Screen Images of enishi’s matching
Visualizing Data of enishi

- Data of enishi reveals...
  - What jobs/people are required now?
  - Statistics may detect potential or chronic labor problems
  - Unbalanced demand & supply
  - Too much working

Diagram showing various job categories and their relationships, such as Game, VBA, Web, System, server, infrastructure, hardware, PM, O&M, Application, Web/System, Engineer, and Designer.
Thinking after the 1st stage

- The most serious concern is its management solution
  - Business model is the next challenge.

- enishi will be convenient for students at joint job fair.
  - For example, enishi can be used at joint job fair in the university.
  - As the first step toward realization of enishi, it is a good idea to develop enishi for students.

- I received empathy from students after looking for a job.
  - Job Seekers probably need a service like enishi.
  - enishi have to interest recruiters.

- enishi can attract foot traffic into Kobe.
  - We can choose the place not having enough population or visitors as the platform of enishi.
Conclusion

- **enishi**
  - a job-matching service triggered by pass-by of two users
  - *enishi* realize freer job-matching than traditional one.
  - *enishi* shows popular job categories and expected skills in Kobe.
  - *enishi* can attract foot traffic into Kobe.

- I want generate and visualization Open Data about people’s thinking.