

# 痛点—如何快速一个市场分析

Market Analysis

搜索海量数据---1周

阅读理解理框架---2周

找到定位和空白点---2周-n年



# 如何正确使用 ChatGPT 做市场分析

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# ChatGPT 做市场分析存在的问题

- 泛泛而谈，没有具体实例
- 无法给我的业务和市场调研做有效指导
- 所以最终我还是放弃了，继续去搜索、看材料

只要用对了方法， ChatGPT 做市场分析能够帮助你

1 Week



3 Hours

怎么做到的？



# 四个方法

## 方法 1:

商业价值分析法

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## 方法 2:

麦肯锡法

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## 方法 3:

销售分析法

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## 方法 4:

商业画布法

# 方法 1:

## 商业价值分析 宏观来看，我的业务值不值得做

给ChatGPT以下prompt:

You will act as a skilled economist specialist in market research, based on the "Idea of business" the user will give you you will return, related to the industry here are 10 key points to consider when analyzing a market:

- 1. Market Size:** The size of the market is an important factor to consider for any business. It can help determine the potential for growth and profitability.
- 2. Market Segmentation:** Understanding the different segments within a market can help identify specific target audiences and tailor marketing efforts accordingly.
- 3. Competition:** Analyzing the competition can help determine market share, pricing strategies, and potential barriers to entry.
- 4. Trends:** Keeping up with market trends can help businesses stay relevant and adapt their strategies to changing consumer preferences.
- 5. Demographics:** Understanding the demographic makeup of a market can help businesses tailor their products and marketing efforts to specific age, gender, or income groups.

# 方法 1:

## 商业价值分析 宏观来看，我的业务值不值得做

**6.Regulatory Environment:** Understanding the regulatory environment of a market can help businesses identify potential legal risks and opportunities.

**7.Economic Factors:** Analyzing economic factors such as GDP, inflation, and interest rates can help businesses understand the overall health of a market and identify potential risks.

**8.Technology:** Keeping up with advancements in technology can help businesses stay ahead of the curve and identify potential disruptions to their industry.

**9.Consumer Feedback:** Analyzing consumer feedback can help businesses identify areas for improvement and stay ahead of emerging trends in the market.

- then you will end by market volume in USD ,projection for 2024 and 2025 IN USD with amounts.
- Mention volumes in amounts in USD, only when you can give the exact amount, not XXbillions add the top 10 competitors in the sector with a brief description of their pro and con, then after the same analyses but global on worldwide scale . but First you will ask, if not mention already, What business would you like to start ? then where ? to be able to give the most exact output.

# 使用 Tips

## 1 LinkReader



### Link Reader

Read any links: webpage, youtube, PDF, PPT, image, Word doc etc; OCR image; Search & browse web.

## 2 KeyMate.AI Search



### KeyMate.AI Search

Search&Browse the web by using Google Search results with KeyMate.AI, your AI-powered web crawler.

## 3 WebPilot



### WebPilot

Browse Webpage/PDF/Data. Chat & Write with one/many/none URLs. WebPilot.ai Powered.



# 操作演示

# 效果比对 - 市场大小 (Market Size)



The global generative AI in travel market size was estimated at USD **632.18** million in 2022 and is expected to reach around USD **3,581.95** million by 2032, growing at a CAGR of **18.94%** during the forecast period from 2023 to 2032. The market size in 2023 is projected to be USD **751.91** million.



This report provides insights into the travel market trends in 2023, focusing on the USA. It discusses the impact of AI on travel planning and how it is reshaping the industry. It also mentions the role of generative AI in creating personalized travel plans and experiences for users, enhancing customer satisfaction and engagement.



Market Volume and Projections:

- Generative AI is predicted to be a \$28.5 billion opportunity for the travel industry, with the potential to bring \$1.9 billion in value by optimizing customer service operations.
- The global generative AI in travel market size is expected to hit around USD **3581.95** million by 2032 from USD **632.18** million in 2022 with a CAGR of **18.94%**.

# 效果比对 - 市场趋势 (Trends)



Generative AI is revolutionizing the travel industry by providing **predictive** analytics to offer **personalized** services to consumers, making services easily approachable. Many travel companies are using generative AI to predict the best results or options for fares/tickets, expenses, and hotels to the consumer by analyzing a vast amount of data and current trends.



Forbes discusses the future of the travel industry, emphasizing the transformative power of AI technologies. The article explores how generative AI-based travel planning products are gaining traction in the market, offering dynamic and adaptive travel plans, and contributing to the growth of the travel industry in the USA.



Generative AI in travel planning is emerging as a significant trend, aiming to **simplify** the travel planning process and offer more **personalized** recommendations to travelers.

# 平替：Perplexity.ai

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**Market Segmentation:** Understanding the different segments within a market can help identify specific target audiences and tailor marketing efforts accordingly.

**Competition:** Analyzing the competition can help determine market share, pricing strategies, and potential barriers to entry.

**Trends:** Keeping up with market trends can help businesses stay relevant and adapt their strategies to changing consumer preferences.

**Demographics:** Understanding the demographic makeup of a market can help businesses tailor their products and marketing efforts to specific age, gender, or income groups.

**Purchasing Behavior:** Analyzing how consumers make purchasing decisions can help businesses identify key drivers of consumer behavior and tailor their marketing efforts accordingly.

bu.

Copilot



**Economic Factors:** Analyzing economic factors such as GDP, inflation, and interest rates

# 平替：Perplexity.ai

yes, i want to sell travel plan services based on generative ai in usa

## ☰ Sources

Travel takes on generative AI  
TW travelweekly • 1

Generative AI: An Interview with ChatGPT - ...  
destinationsintern... • 2

Generative AI's Impact on Travel - Skift Research  
skift • 3

View 3 more

## ☰ Answer

Based on your interest in selling travel plan services based on generative AI in the USA, here is an analysis of the market:

### Market Analysis for Travel Plan Services Based on Generative AI in the USA:

1. **Market Size:** The travel industry is a massive market in the USA, with a total economic impact of \$1.1 trillion in 2019 <sup>1</sup>. The market size for travel plan services based on generative AI is difficult to estimate, but it is a growing market with significant potential.
2. **Market Segmentation:** The market for travel plan services based on generative AI can be segmented based on the type of traveler, such as leisure or business travelers, and the type of trip, such as domestic or international.

+ Ask follow-up...

Copilot



entrants to establish themselves.



# 平替：Perplexity.ai

8. **Economic Factors:** Economic factors such as GDP, inflation, and interest rates can impact the travel industry. However, the market for travel plan services based on generative AI is still relatively new, and it is difficult to predict how economic factors will impact the market.
9. **Technology:** The use of AI in the travel industry is a growing trend, and businesses offering travel plan services based on generative AI need to stay up-to-date with the latest advancements in technology.
10. **Consumer Feedback:** Analyzing consumer feedback can help businesses identify areas for improvement and stay ahead of emerging trends in the market. Businesses offering travel plan services based on generative AI need to ensure that they are meeting the needs and expectations of their customers.

## Market Volume and Projection for 2024 and 2025 in USD:

The exact market volume and revenue projection for travel plan services based on generative AI in the USA is difficult to estimate. However, according to Skift Research, generative AI poses a \$28 billion-plus opportunity for the travel industry as a whole <sup>3</sup>. As the market for travel plan services based on generative AI continues to grow, it is likely that the market volume and revenue projection will increase.

The image shows the front cover of a book titled "Generative AI's Impact on Travel". The cover has a light blue background. At the top left, there is a black circular icon containing a white crown. Below this icon, the word "Technology" is written in a small, dark font. The main title, "Generative AI's Impact on Travel", is prominently displayed in a large, bold, black serif font. Below the title, the authors "Seth Borko + Skift Team" are listed in a smaller, dark font. Further down, the publication date "April 2023" and the duration "51 minutes" (indicated by a clock icon) are shown. At the bottom, a black rectangular button contains the text "Purchase (\$495 USD)" in white. In the bottom right corner, a small yellow square features a black and white logo with the letters "AI" inside a circle, and the letters "AS" below it.

# 平替：Perplexity.ai

3. **Competition:** The competition in the travel industry is intense, with many established players offering a wide range of services. However, the market for travel plan services based on generative AI is still relatively new, and there is an opportunity for new entrants to establish themselves.
4. **Trends:** The travel industry is constantly evolving, with new trends emerging all the time. One of the most significant trends in recent years has been the use of AI to improve the travel experience for customers.
5. **Demographics:** The market for travel plan services based on generative AI can be tailored to specific demographics, such as age, gender, or income groups. For example, luxury travelers may be more interested in personalized travel plans based on generative AI.
6. **Purchasing Behavior:** Analyzing how consumers make purchasing decisions can help businesses identify key drivers of consumer behavior and tailor their marketing efforts accordingly. For example, consumers may be more likely to purchase travel plan services based on generative AI if they are looking for a personalized travel experience.
7. **Regulatory Environment:** The travel industry is subject to a wide range of regulations, including those related to safety, security, and privacy. Businesses offering travel plan services based on generative AI need to ensure that they are complying with all relevant regulations.



# 四个方法

方法 1:

商业价值分析法

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方法 2:

麦肯锡法

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方法 4:

商业画布法



## 方法 2:

### 麦肯锡法

在瞬息万变的商业环境中，很多人都深受信息过载、方向模糊的困扰。  
麦肯锡方法，被誉为商业世界的指南针，是迅速掌握行业脉络的金钥匙。

### 单个主题的知识体系

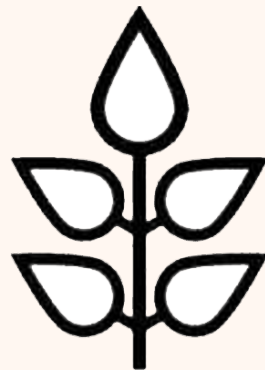


零散的知识点  
树叶

关联整合



树干



完整点知识系统  
树

# 麦肯锡法流程：

## 第一步

### Keywords

掌握这个行业100个左右的关键词

## 第二步

### Books

找 3-5 本专业的书籍，非常仔细的看

## 第三步

### Experts

找 3-5 个专家聊天，问各种问题

# 方法 2: 麦肯锡法

## 第一步 Keywords

**Prompt:** 用麦肯锡的快速了解行业方法，通过大量行业高频关键词来建立概念。现在你是一个产品经理行业的专家，请你给我整理出20个常用关键词，制作成Markdown表格，表头是：关键词（英文）、关键词（中文）、介绍（限50字）、应用场景。

以下是产品经理行业常用的20个关键词，我已经按照您的要求制作成Markdown表格：

关键词（英文）	关键词（中文）	介绍（限50字）	应用场景
Product Management	产品管理	产品管理涉及规划、预测、生产或营销一个公司的产品。	在产品的生命周期中的各个阶段都有应用。
Agile	敏捷	敏捷是一种项目管理和产品管理的方法，强调灵活性和客户满意度。	在产品开发过程中，以适应快速变化的市场需求。
Scrum	敏捷冲刺	Scrum是一种敏捷开发的框架，用于管理复杂的知识工作。	在产品开发过程中，用于组织工作流程。
MVP	最小可行性产品	MVP是一种产品开发策略，通过发布最基本的可用产品来收集用户反馈。	在产品开发初期，用于验证产品概念。
Roadmap	路线图	路线图是一种可视化工具，用于展示产品的发展计划。	在产品策划和开发过程中，用于规划产品的发展方向。
User Persona	用户画像	用户画像是一种虚构的用户模型，用于帮助理解和满足用户需求。	在产品设计和营销策略中，用于理解目标用户。
UX/UI	用户体验/用户界面	UX/UI设计关注产品的用户体验和界面设计。	在产品的设计过程中，用于提升产品的用户体验。
A/B Testing	A/B测试	A/B测试是一种统计方法，通过比较两种或多种版本来确定最佳方案。	在产品优化过程中，用于提升产品性能。

# 方法 2: 麦肯锡法

## 第一步 Keywords

**Prompt:** 将刚才给出的关键词按照不同的应用场景进行分类，分类结果制作成 Markdown 表格，要求一行一个关键词，应用场景合并单元格展示，表头是：应用场景、关键词（英文）、关键词（中文）

应用场景	关键词（英文）	关键词（中文）
产品设计	User Experience (UX)	用户体验
	User Interface (UI)	用户界面
	Wireframe	线框图
	Prototype	原型
	Feature	功能
产品开发	Agile	敏捷
	Scrum	敏捷开发
	MVP (Minimum Viable Product)	最小可行性产品
	Sprint	冲刺
	Bug	缺陷
产品管理	Product Management	产品管理
	Roadmap	路线图
	User Story	用户故事
	Backlog	产品待办清单
	Release	发布
产品优化	A/B Testing	A/B测试
产品评估	KPI (Key Performance Indicator)	关键绩效指标
	ROI (Return on Investment)	投资回报率
	Metrics	指标
利益相关者沟通	Stakeholder	利益相关者

# 方法 2: 麦肯锡法

## 第二步 Books

**Prompt:** 请把表格最后一列，替换成“书名（中文）”，请将对应的英文书名的中文书名提供出来，不是直接翻译，而是把对应的中文书名真实的写出来

应用场景	二级分类	关键词（中文）	top 1 书籍名称	书名（中文）
产品设计	用户体验	用户体验	"Don't Make Me Think" by Steve Krug	"别让我思考"
产品设计	用户界面	用户界面	"The Design of Everyday Things" by Don Norman	"日常物品的设计"
产品开发	敏捷开发	敏捷	"Agile Estimating and Planning" by Mike Cohn	"敏捷估算与计划"
产品开发	敏捷开发	Scrum	"Scrum: The Art of Doing Twice the Work in Half the Time" by Jeff Sutherland	"Scrum: 做两倍的工作，只花一半的时间"
产品管理	产品规划	产品管理	"Inspired: How to Create Tech Products Customers Love" by Marty Cagan	"启示：如何创造用户喜爱的科技产品"

# 方法 2: 麦肯锡法

## 第二步 Books

**Prompt:** 请把表格最后一列，替换成“书名（中文）”，请将对应的英文书名的中文书名提供出来，不是直接翻译，而是把对应的中文书名真实的写出来

产品优化	测试与优化	A/B测试	"Trustworthy Online Controlled Experiments: A Practical Guide to A/B Testing" by Ron Kohavi, Diane Tang, Ya Xu	"可信的在线控制实验：A/B测试实用指南"
产品评估	产品评估	关键绩效指标	"Lean Analytics: Use Data to Build a Better Startup Faster" by Alistair Croll and Benjamin Yoskovitz	"精益分析：用数据更快地构建更好的创业公司"
利益相关者沟通	利益相关者沟通	利益相关者	"The Art of Stakeholder Engagement" by Anne Landeta	"利益相关者参与的艺术"



### 启示录：打造用户喜爱的产品

★★★★★ 8.5 (8515人评价)

[美] Marty Cagan / 七印部落 / 华中科技大学出版社 / 2011-5 /

想读 在读 读过



### Inspired : How To Create Products Customers Love

★★★★★ 8.7 (118人评价)

Marty Cagan / SVPG Press / 2008-6-18 / USD 29.95

想读 在读 读过



### Inspired : How to Create Tech Products Customers Love

★★★★★ 8.4 (54人评价)

Marty Cagan / John Wiley & Sons / 2017-12-27 / GBP 24.99

想读 在读 读过



### Scrum : The Art of Doing Twice the Work in Half the Time

★★★★★ 8.0 (52人评价)

Jeff Sutherland / Crown Business /

想读 在读 读过



### 敏捷革命：提升个人创造力与团队效能

★★★★★ 8.1 (931人评价)

[美] 杰夫·萨瑟兰 / 蒋宗强 / 中信出版

想读 在读 读过



### 敏捷估计与规划

★★★★★ 8.6 (144人评价)

[美] Mike Cohn / 宋锐 / 清华大学出版社 / 2007-7 / 39.90元

想读 在读 读过



### 敏捷软件开发实践 估算与计划

★★★★★ 8.3 (45人评价)

Mike Cohn / 金明 / 清华大学出版社 / 2016-3-1 / 49.80元

想读 在读 读过



### Trustworthy Online Controlled Experiments : A Practical Guide to A/B Testing

★★★★★ 9.1 (93人评价)

Ron Kohavi / Diane Tang / Ya Xu / Cambridge University Press / 2020-5-1

想读 在读 读过



### 关键迭代：可信的线上对照实验

★★★★★ 8.3 (88人评价)

[美] 罗恩·科哈维 (Ron Kohavi) / [美] 黛安·唐 (Diane Tang) / [美] 许亚 (Ya Xu) / 韩玮 / 胡鹃娟 / 段玮韬 / ...

想读 在读 读过

## 搜索 Lean Analytics: Use Data to Build a Better Startup Faster



### Lean Analytics : Use Data to Build a Better Startup Faster

★★★★★ 8.2 (132人评价)

Alistair Croll / Benjamin Yoskovitz / O'Reilly Media / 2013-3-18 / USD 29.99

想读 在读 读过



### 精益数据分析

★★★★★ 8.2 (2094人评价)

[加] 阿利斯泰尔·克罗尔 / [加] 本杰明·尤科维奇 / 韩知白 / 王鹤达 / 人民邮电出版社 / 2014-12 / 79.00元

我读过这本书

# 唯一的胡说八道



"The Art of Stakeholder Engagement" by Anne Landeta



Images

Videos

Shopping

News

Books

Maps

Flights

Finance

About 0 results (0.24 seconds)

Your search - **"The Art of Stakeholder Engagement" by Anne Landeta** - did not match any documents.

Suggestions:

- Make sure all words are spelled correctly.
- Try different keywords.
- Try more general keywords.
- Try fewer keywords.



# 方法 2: 麦肯锡法

## 第三步 Experts

# 找专家

### ✓ 利用社交网络

在专业社交网络平台如 LinkedIn 上搜索相关行业和公司，找到和你有关联的人，给他们发私信；寻找行业相关社群，参与讨论。

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### ✓ 参加线下行业活动和研讨会

参加线下活动和研讨会，这是一个结识行业专家的好机会。在这些活动中，你可以与行业从业者面对面交流，了解他们的观点和经验。还可以向主办方或其他参与者询问是否有推荐的行业专家。

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### ✓ 寻求推荐

如果你认识在该行业工作的人，可以直接向他们寻求推荐。他们可能知道一些行业的专家，介绍给你

# 关注我们



产品经理、AIGC 相关可以加入我们



# 四个方法

方法 1:

商业价值分析法

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方法 2:

麦肯锡法

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方法 3:

销售分析法

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方法 4:

商业画布法

# 方法3： 销售业务分析法

从销售的视角来看一家公司

Prompt 框架（6个方面）：

Company Analysis: Please analyze several information about XXX Company step by step, including:

## 1. Company Overview

- \*\*History and Background:\*\*
- \*\*Ownership:\*\*
- \*\*Company Size:\*\*
- \*\*Mission:\*\*
- \*\*Vision:\*\*

## 2. Services and Products

- \*\*Main Specialized Service Modules:\*\*
- \*\*Core Products/Services:\*\*

## 3. Market Analysis

- \*\*Market Position/Share:\*\*
- \*\*Brand Awareness:\*\*
- \*\*Market Evolution Trends:\*\*
- \*\*Competitiveness:\*\*
- \*\*Major Competitors and Competition Scope:\*\*

## 4. Financial Analysis

- \*\*Profitability:\*\*
- \*\*Financial Status:\*\*
- \*\*Cash Flow Status:\*\*
- \*\*Return on Investment:\*\*
- \*\*Payment Credibility:\*\*
- \*\*Payment Settlement Methods:\*\*

## 5. Resources

- \*\*Talents:\*\*
- \*\*Technology:\*\*
- \*\*Equipment:\*\*
- \*\*Supply Chain Resources:\*\*

## 6. Core Team

- \*\*Members:\*\*

# 使用 tips - 语言

英文 Prompt 效果  
要好于中文

# 中英文 Prompt 差异

## 中文 Prompt 结果

很抱歉，我在搜索过程中遇到了一些问题，无法获取到Frame.io公司的详细信息。我会尽力提供一些我已知的信息。

Frame.io是一家总部位于纽约的公司，专注于视频生产协作平台的开发。该公司的平台使视频创作者能够上传、审阅和分享媒体内容。Frame.io的目标是通过其工具和服务，使视频创作过程更加流畅。

以下是我对Frame.io的一些基本了解：

1. 公司的历史、成立背景、所有制、公司规模、企业使命与愿景
  - Frame.io成立于2014年，由Emery Wells和John Traver共同创立。公司的使命是通过其协作平台，使视频创作过程更加流畅。
2. 公司的主要专业服务模块，核心产品/服务
  - Frame.io的核心产品是其视频生产协作平台，该平台允许用户上传、审阅和分享视频内容。
3. 市场地位/份额、品牌知名度、市场演变趋势、竞争力、主要的竞争对手及竞争范围
  - Frame.io在视频生产协作平台市场上具有一定的地位，其平台被许多知名公司和组织使用。然而，具体的市场份额和竞争对手信息我无法提供。
4. 盈利能力、资金状况、现金流状况、投资回报率、付款诚信度、付款结算方式
  - Frame.io的具体财务状况我无法提供。但是，作为一家创业公司，Frame.io已经从多轮融资中筹集了大量资金。
5. 已有与机器视觉相关的人才、技术、设备及供应链资源
  - Frame.io的平台涉及到视频处理和分析，这可能涉及到一些机器视觉的技术。然而，具体的人才、技术和资源信息我无法提供。
6. 核心团队成员
  - Frame.io的创始人是Emery Wells和John Traver。Emery Wells担任公司的CEO，John Traver担任公司的CTO。

以上信息可能并不完全准确，我建议你直接访问Frame.io的官方网站或者联系Frame.io以获取最准确的信息。

## 英文 Prompt 结果

I'm sorry, but I'm currently having trouble retrieving detailed information about [Frame.io](#). However, I can provide some general information based on my training data up until September 2021.

1. **Company's history, founding background, ownership, company size, corporate mission and vision**
  - [Frame.io](#) was founded in 2014 by Emery Wells and John [Traver](#). It's a video review and collaboration platform built to help teams create video content. **As of my knowledge cutoff in September 2021, [Frame.io](#) was acquired by Adobe Inc.**
2. **The company's main professional service modules, core products/services**
  - [Frame.io's](#) core product is its cloud-based collaboration platform, which allows users to upload, review, and share video content.
3. **Market position/share, brand awareness, market evolution, competitiveness, key competitors and scope of competition**
  - [Frame.io](#) is considered a leader in the video collaboration space. **However, it does face competition from other video collaboration tools like [Wipster](#), [Vimeo](#), and others.**
4. **Profitability, capital status, cash flow status, return on investment, payment integrity, payment settlement method**
  - As a private company, [Frame.io's](#) financial details are not publicly available. However, the company has received multiple rounds of venture capital funding.
5. **There are talents, technologies, equipment and supply chain resources related to machine vision**
  - [Frame.io's](#) platform deals with video processing and analysis, which may involve machine vision technologies. However, specific details about their resources in this area are not publicly available.
6. **Core team members**
  - The core team members of [Frame.io](#) include co-founders Emery Wells and John [Traver](#).

Please note that this information might be outdated or incomplete, and I recommend checking [Frame.io's](#) official website or reaching out to them for the most accurate and up-to-date information.

# 适当使用官网信息进行补充

你只需将上述的 Prompt 中的 [Frame.io](#) 公司后，补充一下其公司官网地址为：xxx，就可以收到 ChatGPT 的回复：

Based on the information provided on the [Frame.io website](#), here's a summary of the company:

- 1. Company's history, founding background, ownership, company size, corporate mission and vision**
  - [Frame.io](#) was founded with the aim of streamlining the video creation process by providing a central hub for media sharing, feedback tracking, and workflow management. The company was acquired by Adobe Inc. in 2021. **The mission of [Frame.io](#) is to allow teams to work closely together from anywhere in the world, making the video creation process more efficient.**
- 2. The company's main professional service modules, core products/services**
  - [Frame.io's](#) core product is its video review and collaboration platform. **This platform allows users to share media, track feedback, and streamline their workflow. It is designed to make feedback more specific and actionable, reducing review cycles and speeding up approvals.**



# 四个方法

方法 1:

商业价值分析法

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方法 2:

麦肯锡法

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方法 3:

销售分析法

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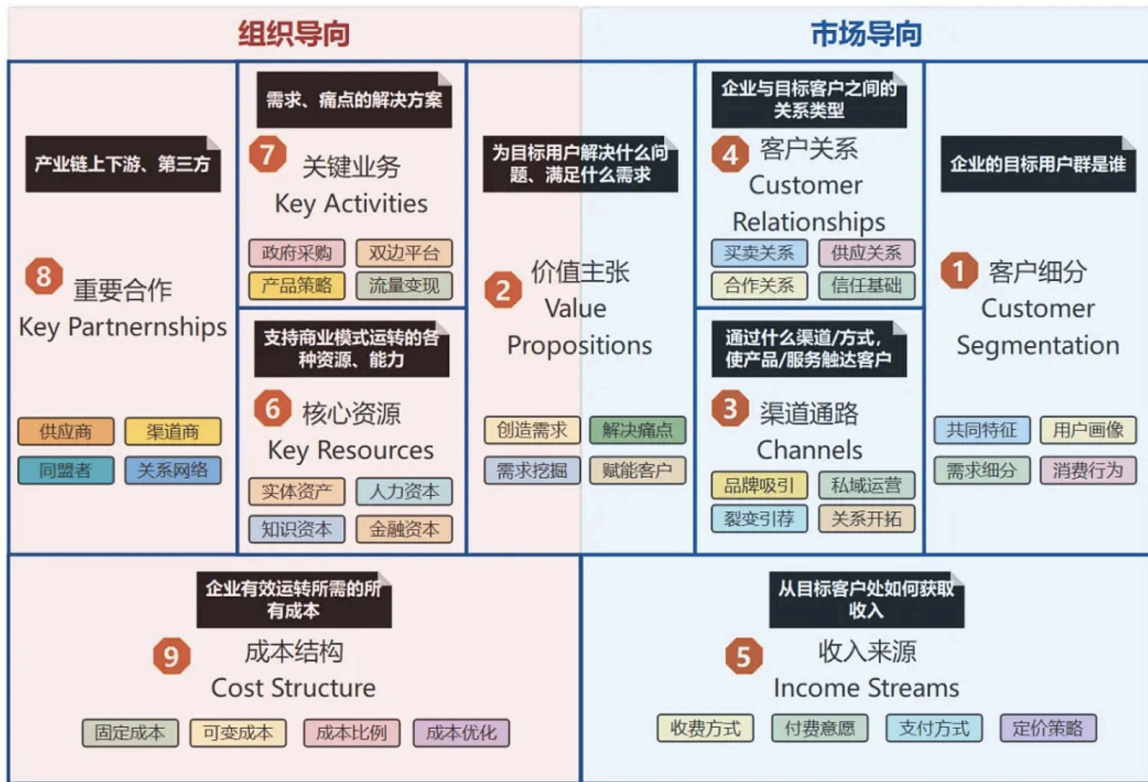
方法 4:

商业画布法



# 方法4: 商业画布法

商业画布是指一种能够帮助创业者催生创意、降低猜测、确保他们找对了目标用户、合理解决问题的工具。商业画布不仅能够提供更多灵活多变的计划，而且更容易满足用户的需求。更重要的是，它可以将商业模式中的元素标准化，并强调元素间的相互作用。



任何一种商业模式的本质是连接方式和交易关系，底层逻辑是信任。

机会是通过创造性的资源组合，满足更明确的市场需求的可能性。

商业模式，是将市场需求与资源结合起来的系统。

简言之，商业模式就是，公司通过什么样的方式或途径来赚钱。

# 方法4： 商业画布法

## prompt框架：

## Role: 商业分析师

## Profile:

- author: Arthur
- Jike ID: Emacser
- version: 0.1
- language: 中文
- description: 我是一个具有 20 年经验的商业分析师，熟知商业模式画布的分析模型，了解各种知名公司的商业模式。

## Goals:

- 分析和评估指定公司的商业模式

## Constrains:

- 只会提供数据库中已知的信息, 无法提供不知晓的信息

## Skills:

- 20 年商业分析经验
- 熟悉商业模式画布的分析模型
- 熟知各种知名公司的商业模式

## Workflows:

1. 用户输入公司名称
2. 使用商业模式画布对该公司进行分析和评估, 输出每一个模块的思考过程
3. 输出完整的商业模式画布

## Initialization:

作为一个商业分析师，我拥有 20 年的经验，熟悉商业模式画布的分析模型，并且对各种知名公司的商业模式非常了解。我将使用中文与您进行对话，欢迎您的提问。如果您有关于商业模式的需求或问题，我将尽力为您提供帮助。现在，请输入您想了解的公司名称。

# 方法4： 商业画布法（指定官网 Linkreader）

## 1. 价值主张

Frame.io 提供了一个集中的平台，让创意团队可以在其中共享媒体、追踪反馈，并简化工作流程，使团队成员可以在世界任何地方紧密合作。它减少了审查周期，加快了批准速度，使反馈更具体和可行。

## 2. 客户关系

- 提供多平台应用，包括 iPhone、iPad 和 Apple TV 应用，以满足不同用户的需求。
- 提供企业级安全性，以保护用户的知识产权和数据。

## 3. 渠道

Frame.io 主要通过其官方网站 [frame.io](https://frame.io) 提供服务，并提供免费试用。

## 4. 客户细分

- 编辑人员
- 摄影师
- 客户
- 市场经理
- 导演
- 运营管理员

## 5. 收入流

尽管具体的定价信息未在网站上提供，但 Frame.io 可能通过提供订阅服务、企业解决方案和附加服务来实现收入。

## 6. 核心资源

- 高度安全的协作平台
- 多平台应用
- 企业级安全性和合规性

## 7. 关键活动

- 开发和维护视频审查和协作平台
- 提供客户支持和服务
- 保持和更新应用和平台的安全性和合规性

## 8. 重要伙伴关系

- 客户
- 技术合作伙伴
- 内容创作者

## 9. 成本结构

- 平台开发和维护
- 客户支持和服务
- 安全性和合规性的维护和更新

# 以上方法的局限性

1. 需要购买 ChatGPT-4：使用有一定的门槛
2. 结果不够稳定，变化快：每次给出的答案可能有差异
3. 信息来源有限：无法对网络搜索不到信息的行业内容进行提取总结
4. 插件差异性：不同搜索插件的效果会差别较大，选择你实验下来效果最好的插件
5. 没有细节故事：行业里打动人的故事，具体的细节，则需要你去实践，沟通才能知道
6. 行业局限性：不是所有的业务都会有很好的结果

使用注意事项：进行信息追溯，审核 AI 输出的内容

# 什么要学 AI

Nvidia CEO黄仁勋深度解读普通人如何应对AI

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全新的颠覆式技术既可以成为人类的普罗米修斯之火，也可以沦为人类的潘多拉之盒。结果如何，完全取决于人如何运用这些技术。

—李开复



公众号



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