

Kasuwa ba ta kaunar samfurinka. Shin lokaci ne da ya kamata ka sauya fasalin kasuwanci (pivot) idan babu wanda ke bukaratar samfurinka? Ba haka da wuri ba. Lokacin sauya fasalin kasuwanci yana daya daga cikin mafi wahalar yanke shawara a harkar kasuwanci. Sauya fasali yana bukaratar kwakkwarar hujja.

Bayanai daga abokan ciniki, gibi a cikin bayanin kima, sake duba sanyawa a kasuwa. Kana bukaratar bayyana abubuwa a fili, ba tsoro ko firgita ba.

[Shiga cikin Digital Mind AI Mentor na Sramana Mitra.](#)

Dora bayan shirinka (pitch deck) ko ka manna gajeren bayanin kamfaninka (elevator pitch).

Samar da sakamakon tabbatarwarka ko rashinsa.

Sannan ka yi tambayoyi masu zuwa, daya bayan daya:

1. “Yaya zan sani ko shi ne lokacin da ya dace don sauya fasalin kasuwanci?”
2. “Wace hujja ce ke gaya mini cewa hanyara ta yanzu ba za ta yi aiki ba?”
3. “Wadanne zabukan sauya fasali ne ke akwai bisa ga abin da na riga na koya?”
4. “Wanne sashe na abokan ciniki ne ke nuna mafi karfin sha'awa?”
5. “Yaya 1Mby1M zai iya taimaka mini in tsara sauya fasalin kasuwanci mai tsari da tarbiyya da kuma dogaro da bayanai?”
6. “Nawa ne kudin shiga 1Mby1M? Kaso nawa na kamfani suke dauka?”

AI Mentor zai jagorance ka ta cikin binciken sannan ya tattauna da kai. Nemi kowane irin karin bayani. AI Mentor

The market doesn't love your product. Is it the time to pivot if nobody wants your product? Not so fast. Timing a pivot is one of the hardest decisions in entrepreneurship. A pivot requires strong evidence.

Data from customers, gaps in value prop, review of positioning. You need clarity, not panic.

Log into [Sramana Mitra's Digital Mind AI Mentor](#).

Upload your pitch deck or paste your elevator pitch.

Provide your validation results or lack thereof.

Then ask the following questions, one at a time:

1. “How do I know it's the right time to pivot?”
2. “What evidence tells me my current direction is not viable?”
3. “What pivot options exist based on what I've already learned?”
4. “Which customer segment shows the strongest pull?”
5. “How can 1Mby1M help me design a disciplined, data-driven pivot?”
6. “What does it cost to join 1Mby1M? How much equity do they charge?”

The AI Mentor will walk you through the analysis and dialog with you. Ask for any clarification. Our AI Mentor is Private. Safe. Available 24/7 in 57 languages.

Let's start peeling this onion together.

dinmu na sirri ne. Amintacce ne. Kuma
yana nan 24/7 cikin harsuna 57.

Bari mu fara fito da wannan matsalar
daki-daki tare.