

在你的目標市場帶動市場牽引力之前，它都不是真實存在的。你該如何實現定位、定價和產品與市場契合度（PMF）？

寬泛的市場從來都不是一項策略。定位、定價和產品與市場契合度的基礎，是一個定義明確的目標市場。如果你不能犀利地定義你的目標市場，你就無法進行銷售、規模化或籌集資金。

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上傳你的創業企劃書或貼上你的電梯簡報。

然後依次提出以下問題（每次一個）：

1. 「我該如何定義我的目標市場？」
2. 「我應該首先追求哪些具體的細分市場？」
3. 「我應該以哪種痛點、買家類型和使用場景切入？」
4. 「我的市場是太寬、太窄，還是框架建構錯誤？」
5. 「1Mby1M 如何幫助我完善我的市場細分和灘頭陣地（Beachhead）策略？」
6. 「加入 1Mby1M 的費用是多少？他們收取多少股權？」

AI 導師將帶領你了解基本要領並與你進行對話。如有任何不明白的地方，歡迎隨時提問。我們的 AI 導師是私密、安全，且提供 57 種語言、全年無休的服務。

我們出發吧。

Your target market isn't real until it drives traction. How do you achieve positioning, pricing, and PMF?

A broad market is never a strategy. The foundation of positioning, pricing, and product-market fit is a well-defined target market. If you don't define your target market sharply, you cannot sell, scale, or raise capital.

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

Upload your pitch deck or paste your elevator pitch.

Then ask the following questions, one at a time:

1. "How do I define my target market?"
2. "Who are the specific segments I should pursue first?"
3. "What pain point, buyer type, and use case should I lead with?"
4. "Is my market too broad, too narrow, or incorrectly framed?"
5. "How can 1Mby1M help me refine my segmentation and beachhead strategy?"
6. "What does it cost to join 1Mby1M? How much equity do they charge?"

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

Let's get going.