

全媒体定制开发项目寻找总结

Faith is just like the compass that guides the direction, which guides us in the voyage of life. In the boundless journey, what matters is not how high or how far a person flies, but having a clear direction.

汇报人：

时间：

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第一部分

概述

Faith is just like the compass that guides the direction, which guides us in the voyage of life. In the boundless journey, what matters is not how high or how far a person flies, but having a clear direction.

P A R T O N E

结语

Overview of Phase work

我们分别去了长沙县大学生创业大厦、长沙县大学生创新创业中心、三一魔豆仓创中心的三一科技城项目部、三一重工业园区附近的景博教育机构、鹿雨宠物店、新长海.尚悦广场的星博艺术中心、谢小糖食品有限公司，寻找高质量的全媒体定制开发项目。

最终和谢小糖食品有限公司达成共识。



第二部分

过程

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P A R T T W O

过程

Completion status and results



长沙县大学生创业大厦



长沙县大学生创新创业中心



过程

Completion status and results



三一魔豆仓创中心



三一重工产业园附近的教育机构，竞博教育



过程

Completion status and results



新长海·尚悦广场的长沙县星
博艺术培训中心



鹿雨宠物



第三部分

不足及经验总结

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PART THREE

不足及经验总结

The next work plan

收获

1. 技术不是唯一：项目的成功与否，沟通、管理和对业务的理解占比至少50%。
2. 精准定位：明确自身身份与技能的优势，能更快找到匹配度高的项目，提高成功率。

分析

未成功案例的分析：某教育机构，在沟通过程中反复强调项目免费才给我们去做，希望不付出成本，白漂劳动成果。我们主动放弃了该项目。



不足

效率低下：线上搜索工作没做好，到地方发现大部分公司倒闭，耗费了太多精力。

第四部分

结语

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PART FOUR

结语

Overview of Phase work

寻找全媒体项目是一个不断验证市场、打磨自身价值主张的过程。下一步，我们将继续深化在全媒体技术解决方案领域的专业度，以更高效、更专业的方式服务目标客户，力争成为该细分领域的优选服务商。。



总结计划

THANKS

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汇报人：

部门：