

# VolleyballOnline Application Business Plan

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## Contents

1	App Overview.....	3
2	Unique Selling Proposition.....	4
3	User Persona.....	5
4	Market Analysis.....	6
4.1	Industry Overview.....	6
4.2	Competitive Analysis.....	6
4.3	Market Opportunities.....	6
5	Marketing Channels.....	8
5.1	Online Channels.....	8
5.2	Offline Partnerships.....	8
6	Channels to Validate an App.....	10
6.1	MVP Test.....	10
6.2	User Surveys and Interview.....	10
6.3	Pre-registration Campaign.....	10

# 1 App Overview

"VolleyballOnline" is a comprehensive mobile application designed specifically for volleyball enthusiasts. The platform integrates services such as game scheduling, professional training videos, offering users a one-stop solution for everything volleyball. By breaking down geographical barriers, "VolleyballOnline" aims to connect volleyball fans from across the country, fostering communication and interaction while promoting the popularity of volleyball at the grassroots level.

## 2 Unique Selling Proposition

**Professional Focus:** Currently, the market lacks a comprehensive platform dedicated to serving volleyball enthusiasts.

"VolleyballOnline" focuses exclusively on the volleyball domain, offering customized features and content tailored to meet the specific needs of its users.

**Comprehensive Services:** From game scheduling to learning, "VolleyballOnline" covers all aspects of a volleyball enthusiast's needs, providing a one-stop solution.

**High-Quality Training Resources:** In collaboration with top volleyball streaming instructors, the platform curates and organizes the vast array of online instructional videos, offering a systematic, continuous series of high-quality training materials to help users improve their skills.

**Marketplace:** A specialized volleyball marketplace is established to ensure users' rights are protected when buying or selling volleyball-related products.

### 3 User Persona

**Age:** A young demographic between 16 and 40 years old.

**Occupation:** Students, white-collar workers, teachers, freelancers, etc.

**Geographic Distribution:** Primarily in first- and second-tier cities, with gradual expansion into third- and fourth-tier cities.

**Interests and Hobbies:**

Passionate about volleyball and enjoys participating in offline games and activities.

Eager to improve their skill level and willing to learn professional knowledge.

Interested in meeting like-minded individuals and expanding their social circle.

**Behavioral Characteristics:**

Regularly uses smartphones and is active on social media platforms.

Follows sports events and volleyball-related news.

## 4 Market Analysis

### 4.1 Industry Overview

**Growth in the Sports Industry:** With the increasing awareness of national fitness and the influence of volleyball-related cultural products, the number of participants in volleyball is growing year by year.

**Current State of Volleyball:** Volleyball, as a team sport, has a broad public base, but the online services market related to volleyball is still underdeveloped.

### 4.2 Competitive Analysis

**Direct Competitors:** The market lacks dedicated volleyball-focused comprehensive apps, and users currently rely on non-professional tools like WeChat groups and mini-programs.

**Indirect Competitors:** Other general sports scheduling or social platforms, but they lack specialization in volleyball.

### 4.3 Market Opportunities

**Filling a Market Gap:** There is a scarcity of comprehensive service platforms dedicated to the volleyball field.

**Clear User Pain Points:** Currently, game scheduling is complex and disorganized, and there is a lack of specialized communication

platforms and training resources, making user needs and pain points evident.

## 5 Marketing Channels

### 5.1 Online Channels

#### **Social Media Marketing:**

**WeChat/WeChat Moments:** Share engaging content and activity updates, establish official accounts and communities.

**Weibo:** Post the latest news and interactive topics, leverage trending hashtags to increase visibility.

**Douyin/Kuaishou:** Create short video content, such as training clips and exciting game moments, to attract younger users.

#### **Content Marketing:**

**Blogs and Columns:** Write professional articles on volleyball techniques and match analysis to enhance the platform's authority.

#### **Opportunities for Collaboration with Influencers:**

Collaborate with well-known volleyball players, coaches, or influencers for live streaming or co-creating content.

### 5.2 Offline Partnership

**Offline Promotion Activities:** Set up booths at sports venues, schools, and other locations to demonstrate the app's features in person and



attract users to download it.

**Partnerships:** Establish collaborations with sports equipment stores, training institutions, and volleyball gyms for resource sharing and joint promotions.

## 6 Channels to Validate an app

### 6.1 MVP Test

**Feature:** Develop simplified versions of core features, such as game scheduling and social modules.

**Objective:** Launch quickly to collect user feedback and validate market demand.

### 6.2 User Surveys and Interviews

**Method:** Use questionnaires and offline interviews to understand the needs and pain points of the target users.

**Sample Size:** No fewer than 50 people, covering different cities and age groups.

### 6.3 Pre-registration Campaign

**Method:** Launch pre-registration before the official release of the app to collect potential user information.

**Outcome:** Assess market response and build an initial user base in advance.