



RISE LAB EIL 2025: Phase Two - 1st Webinar Start-up Market Research – Leveraging A.I. Tools and Digital Resources

Prosperity

RISE LAB EIL 2025 : 1 Jul 2025

- RISE LAB EIL 2025 : Webinar
- RISE LAB EIL 2025 : Web-based
- RISE LAB EIL 2025 : 23 9⁰⁰ 2025 to 15 11⁰⁰ 2025
- RISE LAB EIL 2025 : 2 Hours
- RISE LAB EIL 2025 : Other
- RISE LAB EIL 2025 : <http://unitar.org/>
- RISE LAB EIL 2025 : US\$0.00
- RISE LAB EIL 2025 email: rise@unitar.org

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The first Webinar on Start-up Market Research – Leveraging A.I. Tools and Digital Resources has been delivered by the Programme Lead Resource Person, Dr Clare Gately, South East Technological University (SETU), Ireland.

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The event purpose was to equip entrepreneurs and early-stage start-ups with the knowledge and practical skills to conduct effective market research using both traditional and A.I.-driven digital tools. The training helped participants understand their target customers, markets, and competitors, and use these insights to make informed business decisions and strengthen their business models.



- Understand the fundamentals and importance of market research in a start-up context.
- Learn how to collect and analyze primary and secondary data.
- Use A.I. and digital tools to accelerate market insights and research accuracy.
- Apply frameworks such as SWOT, PESTEL, and Porter's Five Forces for industry analysis.
- Identify and segment target markets and customer personas.
- Assess competitors and define a clear differentiation strategy.
- Use research findings to refine the business model and value proposition.



The training is designed as a **practical, modular program** that combines core market-research theory with hands-on use of digital and A.I. tools. It progresses from foundational understanding to applied research and analysis tailored to start-up environments.

Module 1: Introduction to Market Research for Start-ups

- Definition, scope, and importance of market research in entrepreneurship
- Role of market research in business planning and the Business Model Canvas (BMC)
- Understanding customer problems and value creation
- Overview of traditional vs. digital and A.I.-assisted research approaches

Module 2: Types and Methods of Market Research

- Primary and secondary research explained

- Quantitative methods: surveys, tests, content analysis
- Qualitative methods: interviews, focus groups, observation
- Selecting suitable research tools and sampling methods

Module 3: Using A.I. and Digital Tools for Research

- How to define research objectives and formulate effective A.I. prompts
- Overview of digital tools: ChatGPT, Microsoft Copilot, R Discovery, Remesh.ai, Semrush, Brand24, Looti.io
- How to interpret and refine A.I.-generated insights
- Integrating A.I. research into start-up decision-making

Module 4: Industry Analysis

- Identifying trends, patterns, and driving forces in the sector
- Applying frameworks: **PESTEL**, **Porter's Five Forces**, and **SWOT**
- Mapping key drivers for change and market dynamics
- Using open-source databases and global reports (World Bank, WEF, ScopeInsight)

Module 5: Target Market Analysis

- Understanding market size and potential (TAM, SAM, SOM)
- Early adopter and "beachhead" market identification
- Tools for trend discovery (ExplodingTopics, Statista, Gartner reports)
- Evaluating market demand and growth potential

Module 6: Customer Analysis

- Customer segmentation and profiling
- Identifying customer pain points, needs, and behaviors
- Developing customer personas and journey maps
- Tools for customer insight (UserEvaluation, ChattyInsights, Google Trends, Reddit forums)

Module 7: Competitive Landscape Analysis

- Identifying direct and indirect competitors
- Competitor profiling and strategy mapping (Strategic Group Map, Strategy Canvas)
- Differentiation strategy and market positioning
- Tools for competitor intelligence (Semrush, Brandwatch, Crayon, Browse.ai)

Module 8: Application and Integration

- Synthesizing findings from industry, customer, and competitor research
- Translating research into a business plan and go-to-market strategy
- Crafting and refining the **value proposition**
- Best practices for evidence-based decision-making and continuous research

Format and Delivery

- **Duration:** 1-2 days (condensed workshop) or 4-6 modules over multiple sessions
- **Methodology:** Blended learning combining short lectures, live demonstrations, group activities, and guided practice using digital tools
- **Outputs:**
 - Market research plan for each participant's start-up
 - Completed customer persona and market analysis template
 - AI-assisted insights summary and reflection



Virtual Webinar



Trainees from Egypt, Iraq and Lebanon.