

Objective:

- Gain clear statements on the unifying values and motives of professional footballers in order to optimize training and competition.
- Recognize the differences that need to be taken into account in specific situations (e.g. penalty kicks).

Procedure:

- Analysis of the profiles of 650 professional soccer players with regard to emotional and motivational similarities and differences.

Results:

1. Money as a motive?

- PECUNIA NON OLET - the cliché that professional footballers are mainly motivated by money is demonstrably false, according to the analysis of over 650 personality profiles.
- Fact: According to the analysis of over 650 personality profiles, money does not play a significant role. Motivational characteristics that could play a role in terms of money, such as STATUS RED and OWNERSHIP RED, showed neutral results according to the norm sample.

2. Significant motifs:

- MOVEMENT RED (1.25+): This is no surprise for competitive athletes. The motif stands for the need for physical activity and exertion.
- FAMILY RED (1.15+): A very surprising result in this strong form. FAMILY RED describes the need for a caring and nurturing relationship with family and children.

This significant result makes it clear that this motif can be used effectively in communication with the entire team.

In this respect, all other motives are of secondary importance in professional soccer because they are usually only effective in a situational context. This results in a clear mandate for every sports management in professional soccer to respect and promote the importance of family, irrespective of the question of how pronounced the FAMILY motive is among coaches and sports management.

3. Further motifs:

- SAFETY: The motif shows diverse characteristics in professional soccer players and corresponds to the norm sample:
 - Significant blue: Need for challenges and risk management.
 - Significant red: Need for security and risk avoidance.
 - Neutral: situational action, risk-seeking or avoidance

This means that coaches are required to identify the players who have a significant blue characteristic and prefer to use them for penalty shoot-outs, for example; they also keep their nerve in critical situations and therefore have a higher success rate.

4. Comparison with other sports:

- We find similar results in professional handball, but not in individual sports (normal expression at 0.08).

Conclusion:

- Team approach and action: Focus on the motives of MOVEMENT and FAMILY. Respect and promote the importance of the family, regardless of how strong the motive FAMILY is among coaches and sports management.
- WeĚkampf: Use players with high risk control (SAFETY blue) in critical situations.