



**Heythrop College**  
The Specialist Philosophy and Theology College  
of the University of London

# **The Economics and Psychology of Football: 3rd International Biennial Conference**

**May 29-30, London, 2010**

## **Conference Programme**

**EconPsyFoot  
2010**



Organisers: Katie Page & Lionel Page ([econpsyfoot@heythrop.ac.uk](mailto:econpsyfoot@heythrop.ac.uk))

## Overview of Programme: EconPsyFoot2010 Conference

### Saturday 29 May

- 10:30-11:00** *Tea/Coffee Break*
- 11:00-12:30** Parallel Session 1a: Tournaments and the Labour Market (Marie Eugenie Rm)
- 11:00-12:30** Parallel Session 1b: Panel Session on Penalties (Charlwood Rm)
- 12:30-14:00** *Lunch*
- 14:00-15:30** Parallel Session 2a: Tournaments and Incentives I (Marie Eugenie Rm)
- 14:00-15:30** Parallel Session 2b: Bettors and the Betting Market (Charlwood Rm)
- 15:30-16:00** *Tea/Coffee Break*
- 16:00-17:30** Parallel Session 3a: Behavioural Economics I (Marie Eugenie Rm)
- 16:00-17:30** Parallel Session 3b: Players' Physiology and Psychology (Charlwood Rm)
- 17:30-18:00** Poster Session 1
- 18:00-19:30** *Bar Open for Drinks (not inclusive)*
- 19:30-23:00** *Conference Dinner*

### Sunday 30 May

- 9:00-10:00** Keynote Speaker 2: Daniel Finkelstein (Marie Eugenie Rm)
- 10:00-11:00** *Tea/Coffee Break*
- 11:00-12:30** Parallel Session 4a: Referees' Performance (Marie Eugenie Rm)
- 11:00-12:30** Parallel Session 4b: Tournaments and Incentives II (Charlwood Rm)
- 12:30-14:00** *Lunch*
- 14:00-15:30** Parallel Session 5a: Behavioural Economics II (Marie Eugenie Rm)
- 14:00-15:30** Parallel Session 5b: Club Performance and Strategies (Charlwood Rm)
- 15:30-16:00** *Tea/Coffee Break*
- 16:00-16:30** Poster Session II
- 16:30-17:30** *Goodbye Drinks and Nibbles*

## Important Information

### Talks and Posters

- Both keynote talks will be in the Marie Eugenie Rm (large downstairs room of the conference).
- All parallel sessions will be held concurrently in the Marie Eugenie and Charlwood Rooms (downstairs and upstairs respectively).
- Each paper session is **30 minutes** with 25 minutes for the talk and 5 minutes for questions.
- There are data projectors in both rooms. Please bring your presentation on a USB key.
- There will be two options for posters - there will be flip-chart/easels to display posters (these are good for full size heavier posters). The size of the charts is A1 (594mm x 841 mm -- 23.4in x 33.1in). If you prefer you can display the poster on the wall attaching it with blu tac or tape (not great if it is too heavy –i.e. laminated ones). Try and not make the size of the posters too large. . The maximum the flip-charts/easels could accommodate is A0 (841mm x 1,189 mm -- 33.1in x 46.8in) but please be aware it would be larger than the flip chart and might have some problems with standing or staying attached.

### Meals and Refreshments

- All meals (lunch and dinner) will be served in the dining room which is in the main building of the College (not the one where the conference talks are being held).
- Coffee and tea will be served in the Marie Eugenie Room or if the weather is forgiving then in the lovely gardens.
- The conference dinner will start at 19:30 on Saturday 29 May in the dining room.
- There will be a bar open for 1.5hrs before the conference dinner for you to have pre-dinner drinks. These are at your own cost.

### Summary of Sessions

(in alphabetical order)

1. Behavioural Economics I
2. Behavioural Economics II
3. Bettors and Betting Markets
4. Club Performance and Strategies
5. Panel Session on Penalties (Special Session)
6. Players' Physiology and Psychology
7. Referees' Performance
8. Tournaments and Incentives I
9. Tournaments and Incentives II
10. Tournaments and the Labour Market

## Sessions in Detail (by day and time)

**SATURDAY 29<sup>th</sup> MAY**

### **Tournaments and the Labour Market (Parallel Session 1a)**

1. **11:00-11:30:** Regional competition and knowledge spillovers: Spatial dependence in international football success  
(*Fabian Barthel & Christian M. Wellbrock*)
2. **11:30-12:00:** Lessons for the “6+5-Rule” from effects of the Bosman-ruling in the first division of German soccer  
(*Alexander Dilger & Hannah Geyer*)
1. **12:00-12:30:** Human capital of football managers and its impact on the success of football teams  
(*Katrin Scharfenkamp & Hannah Geyer*)

Chair: Hannah Geyer

### **Panel Session on Penalties (Parallel Session 1b)**

**Panel Members:** Jan Libich, Liam Lenton, Lionel Page, Henry Birtles, and Tom Dart

1. **11:00-11:30:** Paper presentation: Penalties before or after extra time? An empirical assessment of footballers' incentives  
(*Liam Lenton, Jan Libich & Petr Stehlík*)
2. **11:30-12:30:** Panel discussion on penalties: Penalties Before or After Extra Time? A Solution to the Penalty Shoot Out Problem

Chair: Jan Libich

### **Tournaments and Incentives I (Parallel Session 2a)**

1. **14:00-14:30:** Motivation and stakes in tournaments: Playing when there is nothing to play for but pride  
(*Katie Page & Lionel Page*)
2. **14:30-15:00:** The point score system and substitutions in football. Did coaches change their behaviour?  
(*Julio del Corral, Juan Prieto Rodriguez & Rob Simmons*)
3. **15:00-15:30:** The law of unintended consequences in soccer: impact of three-point-a-win rule on strategies and outcomes of teams.  
(*Oleksandr Shepotylo*)

Chair: Oleksandr Shepotylo

### **Bettors and Betting Markets (Parallel Session 2b)**

1. **14:00-14:30:** A note on the Italian soccer betting market  
(*Marco Rossi*)
2. **14:30-15:00:** Do football bettors act as lottery players?  
(*Jaume García, Levi Perez & Placido Rodriguez*)
3. **15:00-15:30:** A portrait of a football bettor: An empirical study  
(*Patric Andersson & Hakan Nilsson*)

Chair: Patric Andersson

### **Behavioural Economics I (Parallel Session 3a)**

1. **16:00-16:30:** Football crowd estimates: A white lie  
(*Lionel Page, David Savage & Benno Torgler*)
2. **16:30-17:00:** Fairness as communication strategy for mitigating player uncertainty about referee decisions  
(*Peter Simmons*)
3. **17:00-17:30:** On the advantage of playing last at home in professional soccer: The effect of goal specificity  
(*Michael Bar-Eli, Ronnie Lidor, Michal Arnon & Asaph A. Bar-Eli*)

Chair: Michael Bar-Eli

### **Players' Physiology and Psychology (Parallel Session 3b)**

1. **16:00-16:30:** Medium-term mortality of Dutch professional soccer players  
(*Ruud Koning & Remko Amelink*)
2. **16:30-17:00:** Relative age effects in association football: A European analysis  
(*Robbie Butler & David Butler*)

Chair: Robbie Butler

### **Poster Session 1: 17:30-18:00 (Marie Eugenie Rm)**

## SUNDAY 30<sup>th</sup> May

### Referees' Performance (Parallel Session 4a)

1. **11:00-11:30:** Favouritism and referee bias in European soccer: Evidence from the Spanish League and the UEFA Champions' League  
(*Rob Simmons, Babatunde Buraimo & Marek Maciaszczyk*)
2. **11:30-12:00:** Refereeing bias in professional football leagues - Evidence from the German Bundesliga  
(*Tassilo Philippovich, Harald Oberhofer & Hannes Winner*)
3. **12:00-12:30:** Nationality, experience and the performance of referees  
(*Peter Dawson*)

Chair: Peter Dawson

### Tournaments and Incentives II (Parallel Session 4b)

1. **11:00-11:30:** Contract negotiations and opportunistic behaviour: An empirical investigation with German professional soccer data  
(*Johannes Mans, Axel Ockenfels & Peter Werner*)
2. **11:30-12:00:** Do players always give their maximum? Examining players' optimal work rate using subjective evaluation of performance.  
(*Tom Coupe, Olivier Gergaud & Lionel Page*)
3. **12:00-12:30:** Payment systems and incentives: Evidence from English football referees  
(*Rob Simmons, Alex Bryson & Babatunde Buraimo*)

Chair: Lionel Page

### Behavioural Economics II (Parallel Session 5a)

1. **14:00-14:30:** Expectations as reference points and effort provision under reciprocity  
(*Leif Brandes & Egon Franck*)
2. **14:30-15:00:** A penalty kick in football: Hiding information from the goalkeeper  
(*António Vicente, Catarina Fernando, Hélder Lopes & Fernando Almada*)
3. **15:00-15:30:** Over the moon and sick as a parrot: Football Hedonomics  
(*Peter Ayton & Yousuf Miah*)

Chair: Peter Ayton

## Club Performance and Strategies (Parallel Session 5b)

1. **14:00-14:30:** Who will go down this year? The determinants of promotion and relegation in European soccer leagues  
*(Bastien Drut & Jean-Baptiste Dherbecourt)*
2. **14:30-15:00:** Competitive balance and revenue sharing in sports leagues with utility-maximizing teams  
*(Helmut Dietl, Martin Grossmann, & Markus Lang)*
3. **15:00-15:30:** Firm survival in professional football  
*(Tassilo Philippovich, Harald Oberhofer & Hannes Winner)*

Chair: Tassilo Philippovich

**Poster Session 2: 16:00-16:30 (Marie Eugenie Rm)**

**Goodbye Drinks and Nibbles**



## List of Posters

### Poster Session 1 (Saturday 29<sup>th</sup> May 17:30-18:00)

**Catarina Fernando** (University of Madeira): Football: When the Performance Does Not Match the Abilities

**Georg Froese** (Universität Leipzig) Equalizing goal wins penalty shootout – The influence of course of the game and playing venue on success in penalty shootouts

**Hélder Lopes** (University of Madeira): A Corner in Football: Anticipating Positions

**Samuel Stein & Uttom Chowdhury** (University of Bedfordshire): Midfield: The emotional and financial nemesis of disorganised children

**Aleksandra Vinogradskaya** (Lomonosov Moscow State University): “The Failure” of the Strategies and Tactics of the Head Coach of the Russian National Football Team in the WC-2010 Tournament: A dialogical Approach

### Poster Session 2 (Sunday 30<sup>th</sup> May 16:00-16:30)

**Seweryn Dmowski** (University of Warsaw): How to Win the World Cup? What types of substitutions yield the best results? FIFA World Cup 1970-2006. An analysis of coaches' decision making within the scope of substitutions of players

**Alfred Holden** (Fordham University): The Disinterest Issue in “the Beautiful Game”

**Isack A. Legonda** (Cardiff University): Development of a Method to Predict Football Match Results: The Start Prediction Method

**Michael Schade**: (University of Bremen) The brand image of professional sport teams – an analysis of relevant brand benefits and the relevance of brand personality

**Eduardo Tomé** (Universidade Lusíada de Famalicão): The Portuguese case in the football economy

**Darin White** (Samford University) & **Keith Absher** (Union University): The Impact of a globally prominent football team on a nation's brand image: A four country study of the Manchester United Football Club and England

## Participants' Contact Details

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**Additional Participants**

(For you to fill in on the day if necessary)

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**Wembley Tour**

The Wembley Tour (for those who have pre paid) will be held on **Monday 31 May at 13:15**. We must arrive at Wembley 30 minutes prior to this (12:45 at the latest). The tour lasts for 90 minutes. We will take public transport to the venue (via Tube).

More information on the tour and directions to the ground can be found here:

<http://www.wembleystadium.com/wembleystadiumtour/default.aspx>

