

Leaders' capacity to enhance confidence and performance by strengthening players' team identification

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Research aims

- To examine the impact of athlete leaders' expressed team confidence on their teammates' team confidence and performance.
- To explain the mechanism through which this team confidence contagion occurs.

Methods

Study 1

Basketball experiment

- 102 basketball players – teams of 4 + leader
- Two experimental conditions: team leader (confederate) expresses **high** versus **low** team confidence
- Task = free throw shooting contest



Study 2

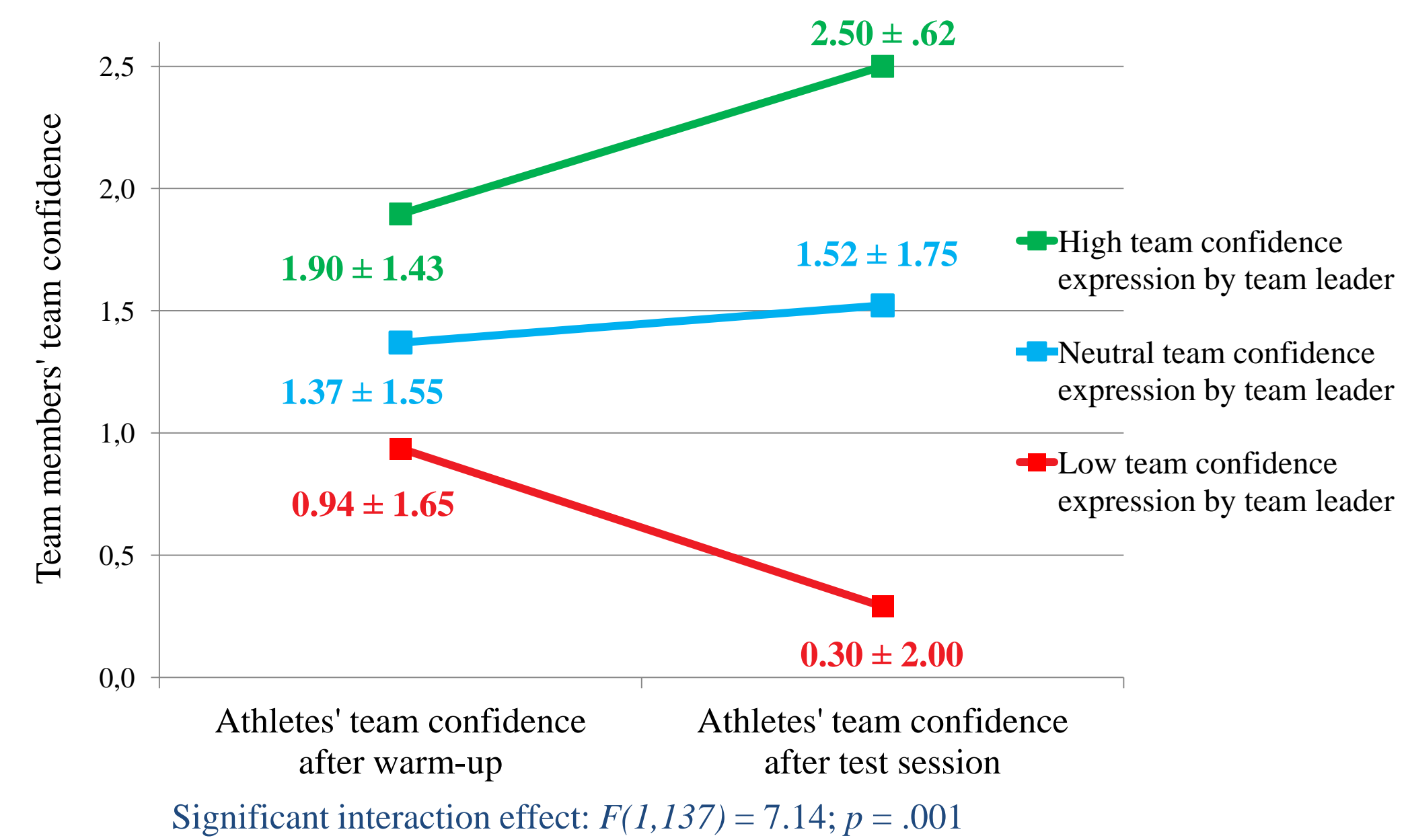
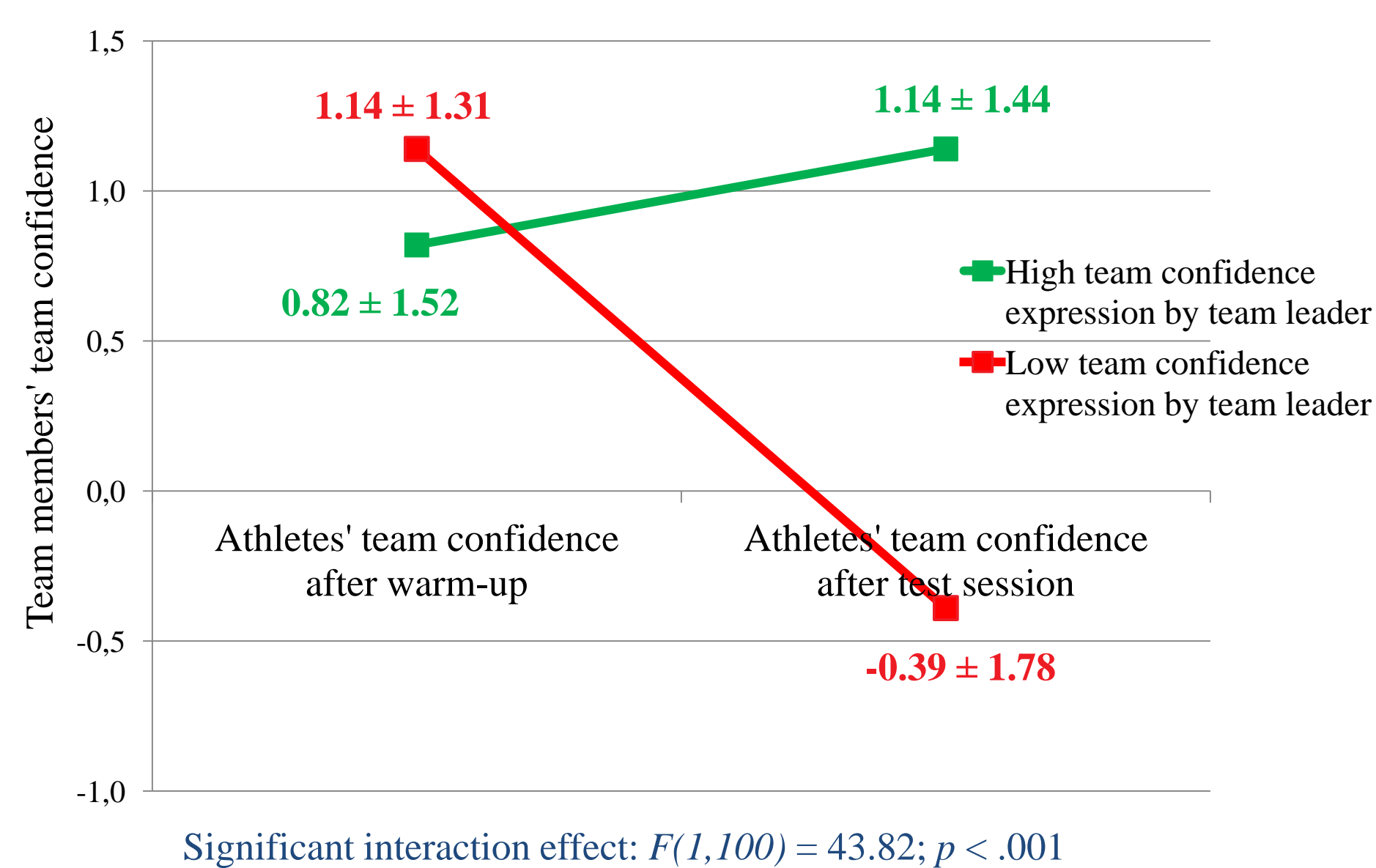
Soccer experiment

- 144 soccer players – teams of 4 + leader
- Three experimental conditions: team leader (confederate) expresses **high** versus **neutral** versus **low** team confidence
- Task = passing team task

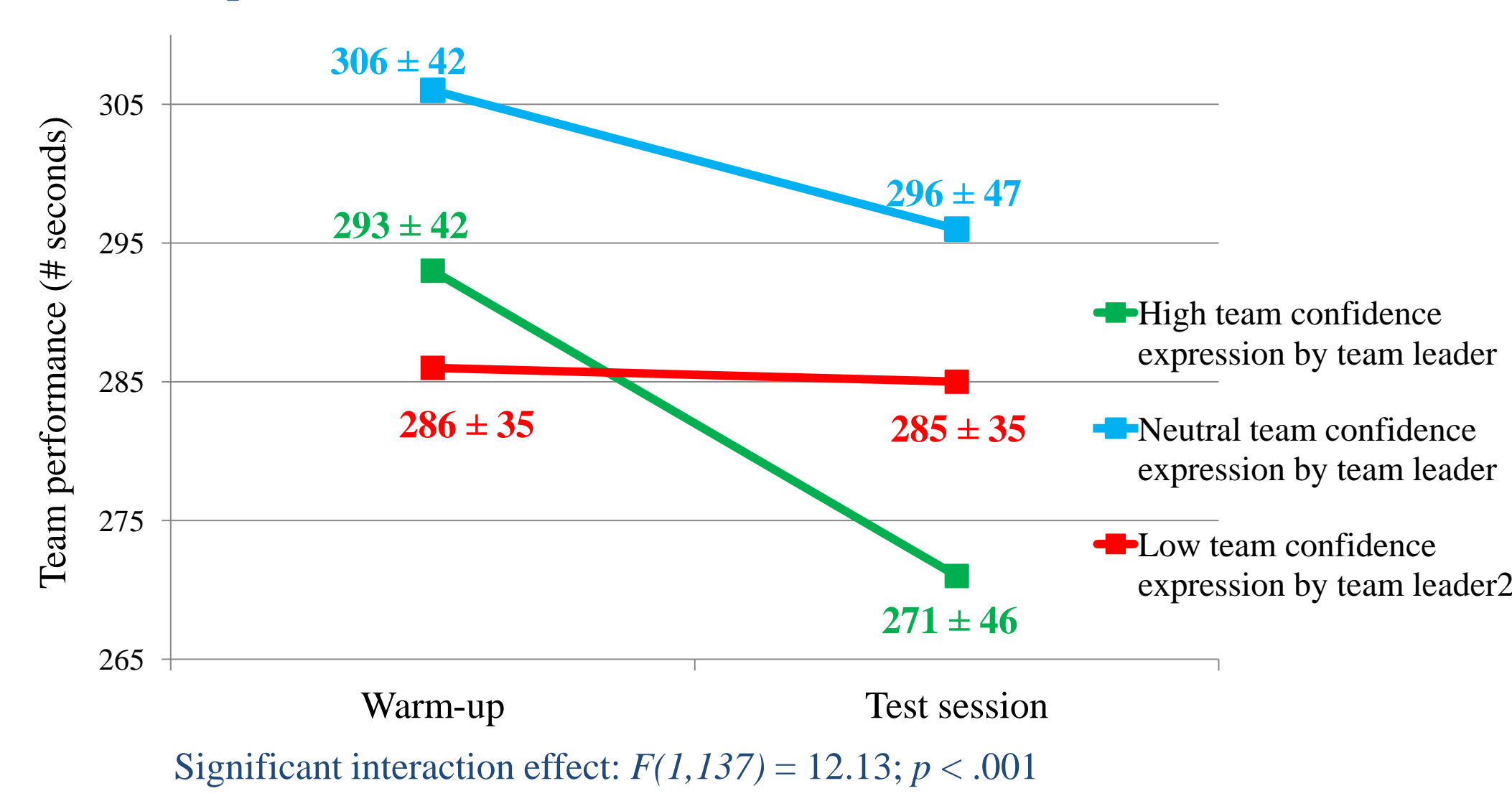
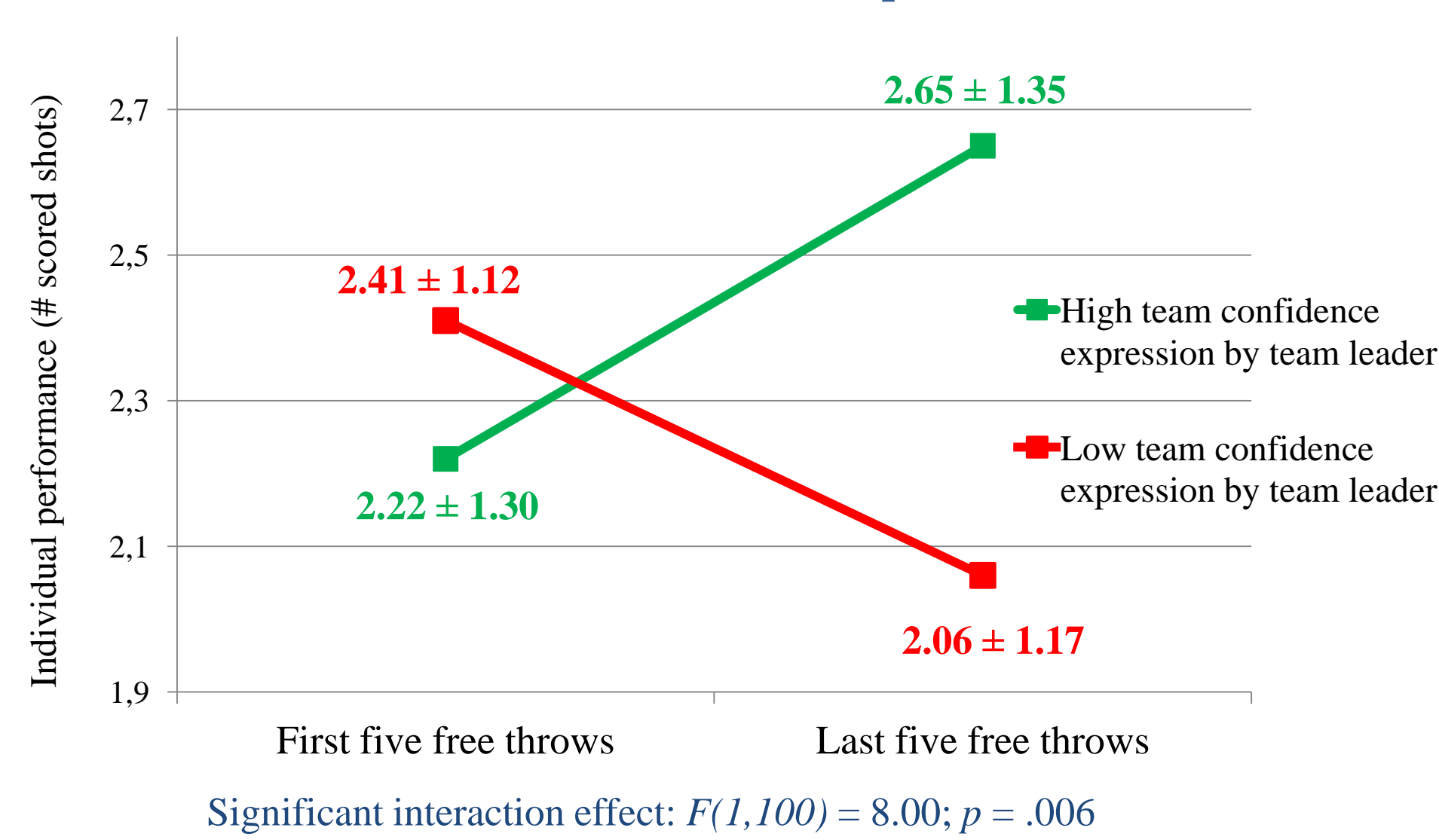


Results

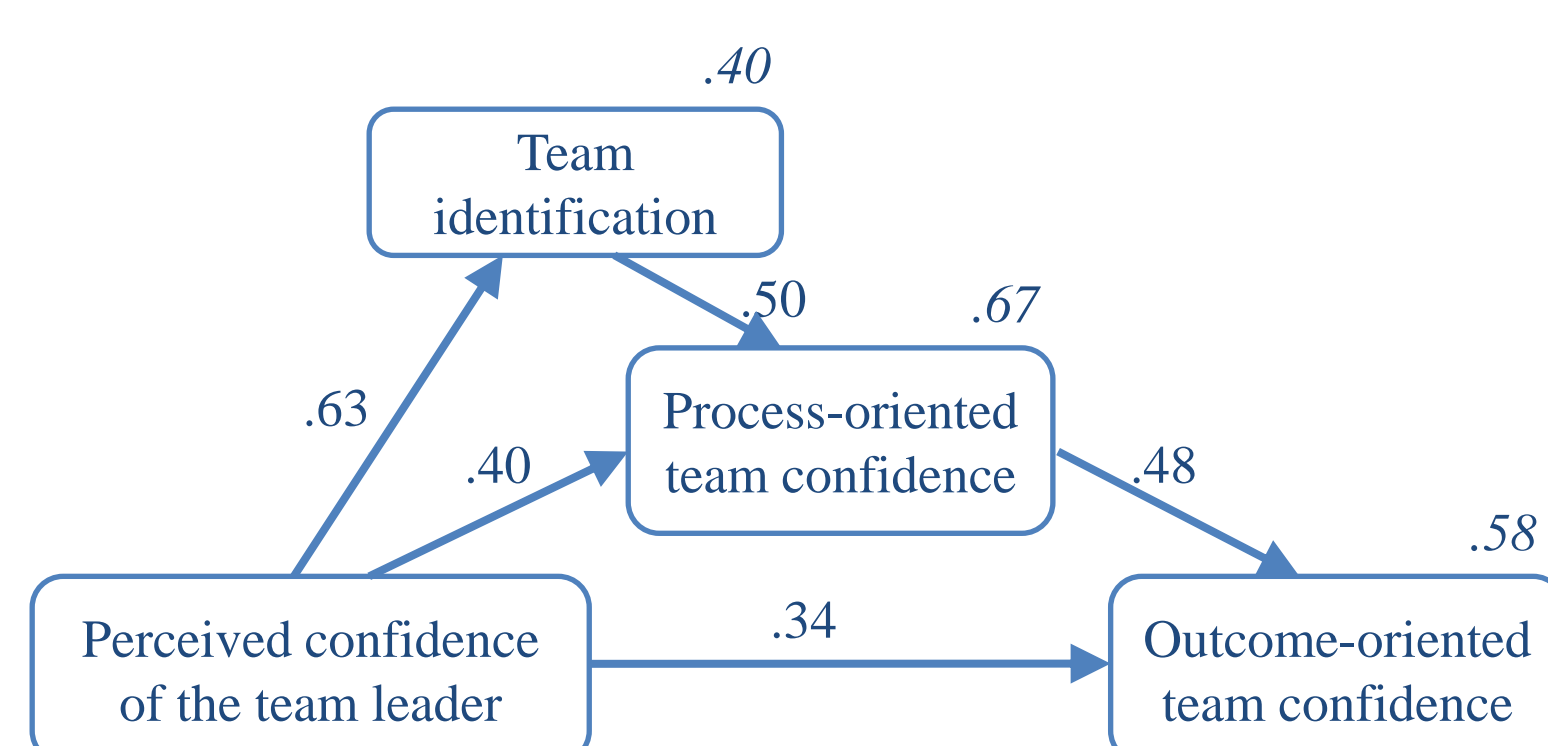
1. Impact on team members' team confidence



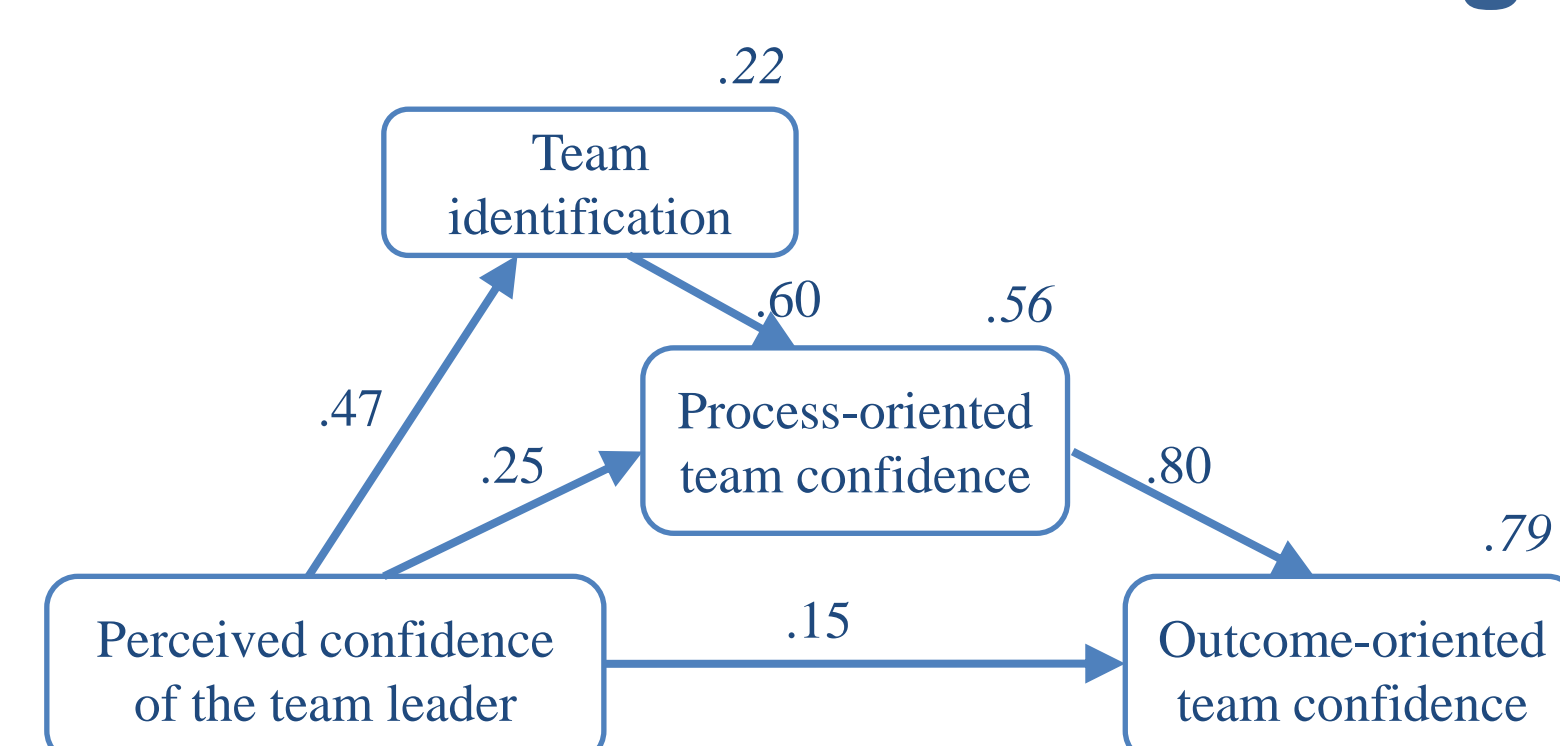
2. Impact on team members' performance



3. Team identification as underlying mechanism of confidence contagion



Goodness of fit indices: $\chi^2 = 1.90; df = 1; p = .17; CFI = 1.00; TLI = .98; RMSEA = .09; pclose = .22$



Goodness of fit indices: $\chi^2 = 4.57; df = 1; p = .03; CFI = .99; TLI = .94; RMSEA = .16; pclose = .06$

Conclusion

By showing that they believe in us, leaders are able not only to make 'us' a psychological reality but also to transform 'us' into an effective operational unit. It is by such means that teams of champions become champion teams.