

16th (XVI) ESEA Conference on Sport Economics
27-29 August 2025 | University of Innsbruck, Agnes Heller Haus, Innrain 52 a, 6020 Innsbruck

Schedule & Book of Abstracts

European Conference on Sports Economics

August 27th – 29th 2025

Innsbruck, Austria

16th (XVI) ESEA Conference on Sport Economics
27-29 August 2025 | University of Innsbruck, Agnes Heller Haus, Innrain 52 a, 6020 Innsbruck

Schedule

Time	Day 1 Wednesday, 27 August 2025 14:00-19.00			
14:00 -15:00	Registration			
Room	Innsbruck	Salomon	St. Anton	Tirol
	1: Events and Tourism	2: Infrastructure and Facilities	3: Refereeing and Officiating	4: Health and Physical Activity
Chair	Elsa Kristiansen	Pamela Wicker	Markus Kurscheidt	Rob Simmons
15:00-15:30	Following my Team on the Road: The Impact of Top-Division Football Clubs on Tourism. <u>Carlos Varela-Quintana</u>	On the (mis)interpretation of hedonic price coefficients of stadium amenity values. <u>Dennis Coates</u>	Most Swiss-system tournaments are unfair: Evidence from chess. <u>László Csató</u>	From Dugout to Departure: Sleep loss leads to mental errors- Evidence from a natural experiment. <u>Mario Lackner</u>
15:30-16:00	Evaluation of attendance surveys on the spectator structure of the Google Pixel Women's Bundesliga. <u>Kristoff Reichel</u>	Outdoor temperature and visiting an indoor swimming center. <u>Seppo Suominen</u>	Truncation of extreme scores: An effective method to eliminate judging bias ex ante? <u>Felix Otto</u>	Personality Traits and Exercise Behaviour. <u>Jingwen Yu</u>
16:00-16:30	Crowding-Out Effects in Tourism: How the FIS Alpine Ski World Championships Saalbach 2025 Influence Visitor Intentions. <u>Ruben Maria Anderlan</u>	Measuring recreation benefits of service quality improvements in fitness center: Integrating the Theory of Planned Behavior with the Contingent Behavior Method. <u>Chin-Huang Huang</u>	Inspector Absence Effect: An Analysis based on Data from Swiss Amateur Soccer. <u>Yves Andrin Hediger</u>	Back in the Game? ACL Recovery and Performance in Women's Professional Football. <u>Katrin Scharfenkamp</u>
16:30-17:00	Coffee Break			
Room	Olympia World the Basement (1. Untergeshoss)			
17:00-18:00	OPENING KEYNOTE Prof. Dr. phil. habil. Arne Güllich Topic: The development of young talents into world-class athletes – What sport governing bodies can learn from recent evidence			
18:00-19:00	Welcome Reception (Terrasse on the 4th of Agnes-Heller-Haus)			



ESEA 2025

THE EUROPEAN SPORT ECONOMICS CONFERENCE
AUGUST 27-29, 2025 | INNSBRUCK, AUSTRIA



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Time	Day 2 Thursday, 28 August 2025 8:00-22.00			
8:30-9:00	Registration			
Room	Innsbruck	Salomon	St. Anton	Tirol
	5: Events and Tourism	6: Cognitive and Behavioural	7: Participation	8: Decision-Making
Chair	Ursula Scholl-Grissemann	Dennis Coates	Mario Lackner	Brian Soebbing
9:00-9:30	Sporting Success as a Pull Factor? The Relationship between Participation at a Mega Sport Event and Immigration. <u>Sören Dallmeyer</u>	Attitudes towards economic sustainability and game outcome emotions. <u>Pamela Wicker</u>	Childcare and mothers' participation in sports. <u>Ute Schüttoff</u>	Revisiting "The Loser's Curse" and the Art of Valuing NFL Draft Picks. <u>Ting Wai (Tom) Cheung</u>
9:30-10:00	Do large sport events benefit host territories? a coherent micro founded model and application to recent events. <u>Jérôme Massiani</u>	Animal Spirits in the Beautiful Game: Testing social pressure in professional football during the COVID-19 lockdown. <u>Antonio Llopis Gómez</u>	On the second-mover advantage in team contests – Evidence from professional hockey. <u>Hendrik Sonnabend</u>	From Advantage to Action: How Managers Adapt to External Conditions Strategically. <u>Andrei Smirnov</u>
10:00-10:30	Local hosts versus international federations in the hosting of sport events. <u>Elsa Kristiansen</u>	Corporate Social Responsibility in Football - How Pay-What-You-Want ticketing and charitable giving transform fans into social impact contributors. <u>Marcel Koch</u>	Excelling or Choking Under Pressure? The Effect of Financial Incentives on Football Performance in Tanzania. <u>Tim Schäfers</u>	International Sports Competitions, Mid-Season League Breaks, and Team Performance. <u>Arne Feddersen</u>
10:30-11:00	Coffee Break			
	9: Talent Development	10: Cognitive and Behavioural	11: Participation	12: Performance
Chair	Elsa Kristiansen	Markus Kurscheidt	Rob Simmons	Craig Depken
11:00-11:30	The Road to Professional Football: How Geographical Proximity to Clubs Influences Youth Players' Bundesliga Career Outcomes. <u>Galila Nasser</u>	Round numbers as reference points in cognitive tasks: Evidence from online chess. <u>Michał Kowalik</u>	The Cost of Referee Decisions in the English Championship 2023/2024 Season <u>Matthew Bond</u>	So the last will be the first. <u>Ruud H. Koning</u>
11:30-12:00	Individual effort and relative performance in team competitions. <u>Julien Deimling</u>	When Does Losing Lead to Winning? The Role of Expectational Reference Points. <u>Raphael Flepp</u>	Contingent Employment and Effort: Lessons from Soccer. <u>Jonas Froch</u>	The NCAA Chopping Block: Can a Shock Expose Title IX Compliance Limits in College Athletics Programs? <u>Georgy Shukaylo</u>
12:00-12:30		Risky Behavior in Professional Volleyball. <u>Ekaterina Lodneva</u>	Nationalistic bias by amateur judges in professional telemark skiing. <u>Regine Oexl</u>	The Economic History of El Dorado The 1950s Colombian Pirate Football League" <u>Jorge Tovar</u>



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12:30-14:00	Lunch Break			
Room	Innsbruck	Salomon	St. Anton	Tirol
	13: Talent Development	14: Cognitive and Behavioural	15: Performance	16: Incentives and Pricing
Chair	Pamela Wicker	Mario Lackner	Kristoff Reichel	Craig Depken
14:00-14:30	Who Runs the World (of Sport)? – An Analysis of the Composition of Executive Boards of International Sport Federations. <u>Andrés Meneses</u>	Emotional Driving. <u>Travis Richardson</u>	Evaluating the Efficiency of Countries' Olympic Success. <u>Gergely Csurilla</u>	Are inefficient odds within in-play markets profitable for bookmakers? <u>David Winkelmann</u>
14:30-15:00	Talent Identification in Soccer: A Systematic Review and Meta-analysis. <u>Michael Barth</u>	Determinants of Visitor Attendance. <u>Alice Aguiar-Noury</u>	Who Benefits the Most? Analyzing the Areas and Conditions Under Which Grassroots Sport Clubs Benefit from Major Sport Events. <u>Thomas Breuer</u>	Trying to further understand “the most important position in professional sport”: Performance and Salary of National Hockey League Goaltenders. <u>Brian Soebbing</u>
Room	Salomon			
15:15-16:15	ESEA Annual General Meeting (AGM)			
17:30-18:30	<i>Side Activity (optional): Trip to Olympia Icetrack Igls. (Heiligwasserwiese 1,6080 Igls)</i>			
19:00-22:00	ESEA Conference Dinner at Isserwirt Lans. (Dorfstraße 9, 6072 Lans)			



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Time	Day 3 Friday, 29 August 2025 8:00-13:00			
8:30-9:00	Registration			
Room	Innsbruck	Salomon	St. Anton	Tirol
	17: Competition	18: Performance	19: Cost and Pricing	20: Events and Tourism
Chair	Kristoff Reichel	Brian Soebbing	Dennis Coates	Ursula Scholl-Grissemann
9:00-9:30	Choking Is Common, Clutch Is Rare: Pressure Performance in European Football. <u>Agustín Indaco</u>	Competitive (im)balance? A transfer portal analysis International Sports Competitions, Mid-Season League Breaks, and Team Performance. <u>Adrian Simion</u>	When More Information Hurts: The Hidden Risk of Transparency in Dynamic Pricing. <u>Lukas Graiff</u>	Predicting the Value of Broadcasting Rights for the Chance Liga: An Econometric Approach. <u>Veronika Krause</u>
9:30-10:00	Unpacking the Scoring Explosion in the Modern NBA: The Evolving Impact of Shot Volume, Efficiency, and Selection. <u>Mary Elena Sánchez-Gabarre</u>	Don't look back in anger: Evidence on reported fan violence in German football. <u>Markus Kurscheidt</u>	Is wage dispersion just a proxy for ability dispersion? <u>Sabina Kosimova</u>	'He's one of our own': Do training sources affect footballers' pay? <u>Alex Farnell</u>
10:00-10:30	Coffee Break			
	21: Competition	22: Cognitive and Behavioural	23: Outcomes	
Chair	Kristoff Reichel	Csurilla Gergely	Rob Simmons	
10:30-11:00	The myth of declining competitive balance in the UEFA Champions League group stage. <u>Dóra Gréta Petrőczy</u>	The Impact of League Structure on Performance and Competition: Evidence from Natural Experiments in Mexican and Korean Football. <u>J.D. Tena</u>	Pay and Performance in Professional Basketball: Comparing the WNBA and NBA. <u>Florian Borghorst</u>	
11:00-11:30	Career investments of female football coaches in continental Europe. <u>Pamela Wicker</u>	Spillover Effects of Sporting Success: Evidence from Football Registrations in Croatia. <u>Craig Depken</u>	Can Foreign Talent Save China? <u>Yu Pan</u>	
12:30-14:00	Closing and Refreshments (Terrasse on the 4th of Agnes-Heller-Haus)			

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Outdoor temperature and visiting an indoor swimming center

Seppo Suominen

Haaga-Helia University of Applied Sciences

It seems that multiple ticket holders are more sensitive to temperature than single ticket holders. They have an option to postpone the swimming center visit to the next day, but the single ticket visitors might have more restrictions with their time schedule due to obligations with children or work. Most of the swimming centers in the city of Vantaa have not just swimming pool but also a gym. Several different ticket alternatives are available, single ticket users pay more for a visit than multiple ticket holders. In addition, the morning ticket is cheaper than the normal ticket. Since the weather conditions in the winter are very cold, open water swimming is not possible for most people, during the summer, open water swimming is possible and free while the ticket to a swimming pool costs about 5€. Therefore, the outside temperature and swimming center visits should have a negative correlation. This is verified with a highly detailed data from all five swimming centers in Vantaa.

Nationalistic bias by amateur judges in professional telemark skiing

Regine Oexl¹

¹University of Insubria

In telemark-ski competitions, winners are not only determined by the objective ski time but also by subjective elements: the penalties. Amateur judges assess the technique of the athlete, and assign penalties for mistakes. If judges assign fewer penalties to compatriots than to other athletes, this may indicate the existence of favoritism. We exploit a data set with 350 World Cup races between 2005 and 2021. We find that judges assign significantly fewer penalties to their compatriots when evaluating female athletes. The size of the effect is roughly a fifth of a penalty on average. Yet, since penalties are only a binary measure - one penalty converts into one second that is added to the ski time - and since more than 50% of the athletes are at a distance of less than a second, this can impact results. There is no such effect for male athletes. Policy recommendations are suggested.

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So the last will be the first

Ruud H. Koning, Manon Grevinga, Antoine Roger

University of Groningen

It is well known that different competition formats in sports result in different conditions for the athletes. For example, it is well known that average effort provided by equally skilled athletes decreases with the number of participants in a winner take all contest. Some tournament types base ranking on some absolute measure of performance, so essentially all athletes compete against each other, even though they may not compete simultaneously. In such a case, incentives are similar to the ones in a single rank order tournament, and so is effort provided. In such tournaments, information and peer effects may influence performance of the individual athlete.

In this paper we focus on speed skating and address the question to what extent skaters respond to the information available.

We find a small and significant effect of the best time skated so far: if the best time skated so far decreases by 1 second, performance of the skater improves by approximately 0.16%-0.54 % (depending on the specification). Even though this effect appears to be very small, it may be significant as the time difference between top places of important tournaments may be tiny.

Childcare and mothers' participation in sports

Dr. Ute Schüttoff¹, Prof. Dr. Tim Pawlowski¹

¹University of Tübingen

Major life events, such as becoming a parent, are commonly associated with a decrease in sports participation. Women are particularly affected, as they still take on the main household responsibilities after giving birth to children. At the same time, however, their participation in sports is particularly relevant, because sports participation was found to enhance psychological resources and therefore helps coping with parental stress. In this study we build on recent methodological efforts in exploring the role of formal and informal childcare for maternal employment and labor market re-entry by exploring whether informal childcare by grandparents increase sports participation. Using data from the German Family Panel "pairfam", we focus on mothers with at least one child who has not yet entered school. Applying an instrumental variable approach, we find that grandparental childcare has a positive and statistically significant effect on mothers' likelihood of regularly participating in sports.

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Round numbers as reference points in cognitive tasks: Evidence from online chess

Michał Kowalik¹, Tim Pawłowski¹

University of Tübingen

Because of their cognitive accessibility, individuals are prone to treat round numbers as reference points. While previous studies have demonstrated this effect on performance in physical tasks, research on cognitive tasks remains limited. Using a large, individual level dataset from the online chess platform *Lichess*, we investigate whether round numbered ratings serve as benchmarks affecting player performance. Initial findings indicate that players' win rates are significantly higher when approaching round numbers, suggesting an increase in performance. Our research provides novel insights into the role of self-imposed reference points in cognitive tasks.

Sporting Success as a Pull Factor? The Relationship between Participation at a Mega Sport Event and Immigration”

Sören Dallmeyer¹, Christoph Breuer¹, Brian Soebbing²

¹German Sport University; ²University of Alberta

This study examines whether sporting success at mega sports events influences immigration. Using panel data from 38 OECD countries (1997–2020), a difference-in-differences approach with country fixed effects to estimate the impact of FIFA World Cup participation on net migration is applied. The model accounts for multiple treatment periods, using time-relative indicators to flexibly estimate effects. The results show a significant but short-term increase in net migration for participating countries, particularly those reaching at least the Round of 16. This suggests that international exposure and enhanced national reputation may temporarily attract immigrants. The findings highlight a previously unexplored link between elite sports success and migration patterns, providing insights for policymakers considering the broader societal impacts of elite sports investments.

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Measuring recreation benefits of service quality improvements in fitness center: Integrating the Theory of Planned Behavior with the Contingent Behavior Method

Chin-Huang Huang¹, & Chun-Chu Yeh ²

¹National Taiwan University of Sport, ² Chienkuo Technology University

The global fitness industry has expanded significantly over the past two decades. Customers' perceptions of service quality play a crucial role in shaping their future behavioral intentions, yet few studies analyze this with a solid theoretical foundation. This study integrates the Theory of Planned Behavior (TPB) and the Contingent Behavior Method (CBM) to examine how service quality influences consumer behavior in fitness centers. Results indicate recreational benefits of NT\$17,049 (base model), NT\$44,410 (parking improved), and NT\$32,226 (facility enhancements). Incremental benefits were NT\$27,361 for parking and NT\$15,177 for facilities, highlighting their impact on consumer well-being. Findings confirm that TPB effectively captures consumers' internal perceptions of service quality, with attitude, subjective norms, and perceived behavioral control playing key roles in shaping behavioral intentions. This study underscores the importance of service quality improvements in enhancing customer satisfaction and overall recreational benefits in fitness centers.

Most Swiss-system tournaments are unfair: Evidence from chess

László Csató

Institute for Computer Science and Control (SZTAKI), Hungarian Research Network (HUN-REN) and Corvinus University of Budapest

Swiss-system is an increasingly popular tournament format as it provides a reasonable trade-off between the number of matches and ranking accuracy. However, few empirical research consider the optimal design of the Swiss-system. We contribute to this issue by investigating the fairness of Swiss-system chess competitions with an odd number of rounds, where about half of the players have an extra game with the white pieces. They are proven to enjoy a significant advantage: they are expected to score more points and cause higher surprises on average. Therefore, Swiss-system tournaments should have an even number of rounds and use a pairing mechanism that guarantees a balanced colour assignment.

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The Impact of League Structure on Performance and Competition: Evidence from Natural Experiments in Mexican and Korean Football

J.D. Tena¹

¹University of Liverpool, University of Sassari, CRENoS

This study examines the impact of open and closed league structures on performance and competition by leveraging two natural experiments in football. Sports provide a unique setting where rules and performance outcomes are publicly observable, making them ideal for such an analysis. The first natural experiment analyses Liga MX, which transitioned from an open to a closed system in 2020, while the second examines K League 1, which shifted from a closed to an open system in 2013. Using a difference-in-differences approach, this study evaluates the effects of these structural changes on managerial decisions, player discipline, goal-scoring patterns, and spectator interest. By comparing Liga MX with Major League Soccer and Campeonato Brasileiro Série A, and K League 1 with J1 League and Indian Super League, the study provides robust evidence on the implications of league openness, offering valuable insights for policymakers, league administrators, and sports economists.

Truncation of extreme scores: An effective method to eliminate judging bias ex ante?

Alex Krumer¹, Felix Otto², Tim Pawlowski³

¹ Molde University College; ^{2, 3} University of Tübingen

In this study, we examine the effectiveness of a measure to reduce judging bias in subjective performance evaluations (SPEs) in sports. More specifically, we analyze whether truncation of the highest and lowest scores in SPEs of judging panels affects nationalistic favoritism of individual judges in an Olympic winter sport. Our identification strategy builds on a rule change and a differences-in-differences design which allows us to identify nationalistic bias of judges when the truncation method is applied (or not). We provide some robust evidence for substantial nationalistic bias without truncation, while truncation eliminates this bias not only by deleting biased votes – but rather by changing the evaluation behavior of judges.

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Excelling or Choking Under Pressure? The Effect of Financial Incentives on Football Performance in Tanzania

Tim Schäfers¹ & Christoph Bühren²

¹Ruhr University Bochum; ² University Bochum

This study examines the impact of financial incentives on football performance in a field experiment conducted in Mwanza, Tanzania. A between-subject design is used, with 150 players in the Incentive Treatment (receiving financial rewards) and 150 in the Baseline (without financial incentives). Players perform three tasks measuring skill-based performance (target shooting, passing accuracy, dribbling) and two tasks measuring effort-based performance (sprint test, BEEP test). The maximum possible earnings amount to more than 20% of the average monthly income in Tanzania. Building on the theories of performance-based pay and choking under pressure, we analyze whether financial incentives enhance or impair performance. Separate and combined regression models for the experimental tasks evaluate differences between treatment groups and performance types. The findings contribute to the discussion on financial incentives in sports and their effects on player motivation and performance under pressure. Results will be presented at the conference.

When Does Losing Lead to Winning? The Role of Expectational Reference Points

Marco Henriques Pereira, Raphael Flepp

University of Zürich

This paper reconciles conflicting findings on whether trailing in competitive situations enhances the likelihood of winning. Berger and Pope (2011) report that being slightly behind at halftime increases winning probability in basketball, while Klein Teeselink et al. (2023) find no such effect across other periods in basketball or in other sports. We resolve this discrepancy by proposing that the motivational impact of trailing depends on whether an equal halftime score serves as a meaningful reference point. Using pregame betting point spreads to identify games where trailing at halftime likely functions as a reference point, we analyze NBA and NFL data through a regression discontinuity design. Our findings show that trailing improves performance in games expected to be close.

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On the (mis)interpretation of hedonic price coefficients of stadium amenity values

Dennis Coates

University of Maryland

Hedonic pricing models of the amenity values of stadiums and arenas should be interpreted with caution. Simply put, these implicit prices arise from both consumer demand for the attribute and the cost of providing the attribute. Interpreting them as solely a measure of the amenity value may be misleading. This paper uses a simple model to highlight what can be said and what cannot be said about stadium coefficients and to highlight information necessary to draw reliable policy conclusions from those coefficients. This is important because politicians, stadium proponents, and policy-makers latch onto positive estimates of the increase in property values which they use to justify subsidies. If the authors reporting those positive estimates are not careful to explain what the estimates represent, then public officials may make bad decisions, and offer spurious justifications, for those decisions.

Risky Behaviour in Professional Volleyball

Ekaterina Lodneva

HSE University

In everyday life, individuals frequently face decisions under uncertainty, weighing potential gains against possible risks. This trade-off is also present in sports. Whereas risk-taking behavior by individual athletes attracted some attention, it remains underexplored in team sports. This study investigates risk attitudes in professional volleyball, focusing on gender differences, tournament stages, set progression, and match scores. Using data from the 2024 Olympic Games, we analyzed 26 matches per gender (4,445 rallies for men, 3,745 for women). The results align with prospect theory (Kahneman & Tversky, 1979): players reduce risk levels in attacks (perceived as "gains") while maintaining consistent risk levels in serves (perceived as "losses"), particularly toward the end of sets. Despite expectations, no significant gender-based differences in risk-taking were observed. Furthermore, neither tournament stage (group vs. playoffs) nor match score (lead/deficit) influenced risk attitudes. These findings provide new insights into decision-making under pressure in team sports, highlighting the universal application of prospect theory in competitive settings.

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Is wage dispersion just a proxy for ability dispersion?

Sabina Kosimova

HSE University

Salary dispersion is widely studied in sports economics, but its role in team performance remains debated. While tournament and cohesion theories offer competing predictions, prior research has not fully accounted for players' performance dispersion. Using Major League Soccer data from 2007 to 2023, we use team-year salary dispersion measures alongside performance concentration metrics we assess whether salary dispersion is simply a proxy for skill dispersion. We find that salary dispersion significantly influences team production. Importantly, controlling for players' performance dispersion, salary distribution remains a key determinant, and measures of player performance concentration are jointly significant determinants of team performance. Moreover, concentrated goal scoring and assists are harmful to team performance, while concentrated fouls are beneficial. Overall, our findings support the cohesion theory of the effect of salary dispersion on team performance. This study contributes to the sports economics literature by refining the interpretation of salary dispersion effects in team-based settings.

Evaluating the Efficiency of Countries' Olympic Success

Gergely Csurilla¹², Lajos Baráth², & Imre Fertő²³⁴

¹Hungarian University of Sports Science; ²Institute of Economics, HUN-REN Centre for Economic and Regional Studies; ³Corvinus University of Budapest; ⁴Czech University of Life Sciences

The Olympic Games remain a prestigious global event, yet only a small proportion of nations consistently achieve podium finishes. For most countries, winning a medal is a rare milestone. Therefore, it is particularly important to consider how effectively available resources are used to maximize medal counts. While previous studies have primarily used Data Envelopment Analysis (DEA) to assess resource conversion into medals, our study employs the stochastic frontier approach (SFA) to better distinguish inefficiency from random performance variations. Analysing a panel dataset covering multiple Summer Olympic Games, our research examines the dynamics of Olympic efficiency over time and reveals that strategic investments in athlete development, sports science, and infrastructure can enhance performance even for smaller nations. Our findings offer valuable insights for policymakers and national Olympic committees aiming to optimize resource allocation and boost competitive success.

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Back in the Game? ACL Recovery and Performance in Women's Professional Football

Katrin Scharfenkamp

University of Bielefeld

This research examines the post-recovery performance of female professional football players in elite leagues following anterior cruciate ligament (ACL) injuries. The motivation for this study stems from evidence that female footballers experience ACL injuries at a significantly higher rate than their male counterparts, yet little is known about their performance after recovery. Using a sample of 89 ACL recoveries, we analyse player performance before and after injury across elite women's leagues (WSL, A-League, Frauen- Bundesliga, Liga F, and NWSL). Our initial findings indicate a significant decline in minutes played following recovery. The ACL injury appears to require a long road to restoring pre- injury minutes - on average, it takes approximately 17 matches for players to regain their pre- injury playing time. However, per-minute performance remains stable, suggesting that injured players are being reintegrated effectively, or that coaching staff are managing their minutes appropriately.

Inspector Absence Effect: An Analysis based on Data from Swiss Amateur Soccer

Yves Andrin Hediger

University of Zürich

Periodic inspections are essential for regulatory compliance. While existing studies use data from inspections such as reports, this study uses inspection-independent data. This allows for a clean identification of changes in behavior also in the absence of the inspector: The Inspector Absence Effect (IAE). Using data from amateur soccer, our findings show that referees impose fewer disciplinary sanctions when not inspected, suggesting that the awareness of being monitored influences their enforcement of the rules. The effect varies by career stage: aspiring referees reduce disciplinary sanctions in the inspector's absence, while peak-career referees partially even become stricter. Furthermore, unannounced inspections influence behavior, with more structured oversight leading to general behavioral adjustments independent of the inspector's presence or absence. These results provide empirical evidence that periodic inspections

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impact decision-making, extending beyond sports to broader contexts. Our study underscores the importance of inspection design in shaping agent behavior and ensuring consistent rule enforcement.

Attitude towards economic sustainability and game outcome emotions

Pamela Wicker

University of Bielefeld

While economists typically argue that preferences are stable, psychologists believe in context-dependent preferences that could, e.g., be driven by emotions. This study examines individuals' general attitudes towards economic sustainability as one type of stated preferences and the role of emotions from attending a football game as one potential factor shaping preferences. The empirical analysis is based on data from a ticket holder survey in the context of the UEFA EURO 2024 in Germany (n=13,313). Respondents were asked to report their attitudes towards four aspects of economic sustainability. These were converted into a mean index and analyzed separately. The results of regression analyses, which control for respondents' socio-economic characteristics, show that individuals score significantly lower on all attitude measures when the national team of the country they live in lost or won the game compared to being indifferent (i.e., attending a game without the country's national team playing).

Title: The myth of declining competitive balance in the UEFA Champions

League group stage

László Csató¹, Dóra Gréta Petróczy²

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²Central Bank of Hungary, Budapest, Hungary; MNB Institute, Budapest Metropolitan University

According to previous studies, competitive balance has significantly declined in the UEFA Champions League group stage over the recent decades. Our paper introduces six alternative indices for measuring ex ante and ex post competitive balance in order to explore the robustness of these results. The ex ante measures are based on Elo ratings, while the ex post measures compare the group ranking to reasonable ex ante

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benchmarks. We find no evidence of any trend in the competitive balance of the UEFA Champions League group stage between the 2003/04 and 2023/24 seasons.

Revisiting “The Loser’s Curse” and the Art of Valuing NFL Draft Picks

Ting Wai (Tom) Cheung¹, Marco Henriques Pereira¹, Helmut M. Dietl¹

¹University of Zurich

High-stakes decisions, such as hiring senior executives or acquiring rare talent, are critical in the business world, yet they are often influenced by misjudgments. Sports, particularly the NFL draft process, can serve as an ideal laboratory to investigate these decision-making challenges within real-world economic and strategic contexts.

The NFL Draft is a highly scrutinized decision-making process in which NFL teams allocate substantial resources to acquire top talent annually. Massey and Thaler (2013) demonstrated that teams often misvalue draft picks - most notably, by overvaluing early picks - resulting in inefficient decision-making. This study aims to (i) replicate and extend their findings using data through 2024 and (ii) refine their draft pick valuation by incorporating more extensive data sources for analyses and additional factors influencing team-building decisions.

By shedding light on systematic inefficiencies, this research aims to provide insights that can inform both sports management and broader critical business decision-making processes.

Personality Traits and Exercise Behavior

Jingwen Yu, Yanyan Wang

Beijing Foreign Studies University

Based on data from the China Family Panel Studies (CFPS), we examine the impact of individuals' personality traits on physical exercise in the Chinese context. We find that preferences for different exercise motivations serve as an important mechanism through which personality traits influence exercise behavior. Among the personality traits represented by the Big-Five model, openness, conscientiousness, extraversion, and agreeableness increase the probability, frequency, and duration of individuals' exercise behavior, while neuroticism has a negative influence. Moreover, we also find that the effect of personality traits on exercise behavior exhibits significant heterogeneity influenced by gender, social networks, and internet usage.

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When More Information Hurts: The Hidden Risk of Transparency in Dynamic Pricing

Lukas Graiff¹, Yaozhi Zhang², Elisabeth Happ¹, & Martin Schnitzer¹

¹University of Innsbruck; ²University of South-Eastern Norway

This study investigates the impact of dynamic pricing communication on customer word-of-mouth (WOM) in Austrian ski resorts. Facing diverse challenges in the near past, many resorts have adopted dynamic pricing models that adjust ticket prices based on demand and external conditions. While dynamic pricing can optimize revenue, its effect on customer perception remains complex. An online survey of 1,324 visitors to four Lower Austrian ski resorts assessed satisfaction, perceived fairness of dynamic pricing, and likelihood to recommend the resort. Analysis revealed that earlier bookings led to more positive WOM, and awareness of dynamic pricing moderated this relationship. However, the small effect size suggests that factors like service quality and overall satisfaction may have a stronger influence on WOM than pricing strategies alone. Ski resorts should focus on delivering the right pricing message at the right time while enhancing the guest experience to foster loyalty and advocacy.

Who Benefits the Most? Analyzing the Areas and Conditions Under Which Grassroots Sport Clubs Benefit from Major Sport Events

Thomas Breuer¹, Svenja Feiler¹, Christoph Breuer¹ & Pamela Wicker²

¹German Sport University Cologne, ²Bielefeld University

This study examines whether hosting UEFA EURO 2024 and EHF EURO 2024 in Germany has influenced the development of nonprofit sport clubs. While trickle-down effects on grassroots sports are often cited as a justification for hosting such events, empirical evidence remains inconclusive. Since existing research predominantly focuses on individual sport participation and broader membership trends, this study shifts the focus to the organizational level of clubs and a more nuanced analysis of the key areas in which clubs might benefit and the conditions that enable these benefits. Using an online panel survey of German nonprofit sport clubs, preliminary regression results suggest that clubs engaging in event-leveraging activities are more likely to experience positive outcomes. Further econometric analyses will be applied to isolate causal effects, including Difference-in-Differences models and matching methods. The findings provide insights for policymakers and club executives on how to optimize grassroots sport development through large-scale events.

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Can Foreign Talent Save China?

Yu Pan

University of Zürich

This study investigates how highly-skilled foreign players affect team performance and domestic talent development in Chinese professional football (CSL) and basketball (CBA), where stark skill differentials exist between foreign and domestic players. Using comprehensive match-level data spanning multiple seasons across both leagues, we find that foreign players significantly enhance team performance through direct offensive contributions and strategic adaptations. The substantial skill gap enables foreign players to play a catalytic role in transforming team tactics and broadening strategic options available to coaches. Notably, domestic players exhibit improvements in technical skills—particularly passing accuracy and tactical positioning—when consistently playing alongside elite foreign talent. However, excessive reliance on foreign talent creates diminishing returns that potentially limit development opportunities. This research provides insights for emerging sports markets seeking to balance competitive success with domestic player development through strategic integration of elite foreign talent

Individual effort and relative performance in team competitions

Julien Deimling

Johannes Kepler University Linz

We research the effort decisions of highly skilled workers in a competitive environment when intermediate feedback suggests that the cause is already won. We use very granular data from the NFL's 2018 regular season. The data allows us to generate a measure for individual effort at any point in time. Our unit of observation is a player's speed during a team's play. We find that agents reduce their effort when the score lead increases and time decreases. We proceed by analyzing various heterogeneity dimensions and mechanisms.

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The Cost of Referee Decisions in the English Championship 2023/2024

Season

Matthew Bond, Prof. Ian McHale

University of Liverpool

The paper introduces a methodology for quantifying the impact of incorrect referee decisions and assessing referee performance in the sport of soccer. At the moment of an incorrect refereeing decision, we calculate the expected match outcomes for the competing teams under two scenarios: first, assuming the reality of the incorrect decision and its subsequent consequences, and second, under the hypothetical scenario in which the incorrect decision is not made. To calculate the expected outcomes under these alternate scenarios, we use a multi-state in-play forecasting model. Our findings reveal that while some teams are disadvantaged by incorrect calls, others benefit, resulting in imbalances, that do not even out of the course of the season. We calculate an error-adjusted league table to illustrate how the incorrect decisions impacted team standings over the 2023-24 season of England's Championship. This analysis provides insights into whether the common belief that decisions balance out holds true and offers a new approach for evaluating refereeing performance.

'He's one of our own': Do training sources affect footballers' pay?

David Butler¹, Alex Farnell², Robert Simmons³

¹University College Cork, ²Maynooth University, ³Lancaster University

New entrants to a labour market can arrive from a variety of backgrounds, including from a continuum of college prestige levels. Research tends to find the benefits from attending a high prestige college are short lived. We seek to address a similar question for professional football, where players can arrive at top clubs from a variety of different backgrounds (professional club academies, amateur clubs, or from foreign leagues). We estimate a Mincer style wage equation, for players in the Premier League and Serie A, augmented with variables capturing a player's route to professional football, such as including length and location of training, and youth international caps. We find little evidence that different training regimes matter for player salaries, though we find robust evidence that players are penalised for successive loans, which is mitigated by age. Instead, our results point to an assortative matching process, facilitated by the transfer market.

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From Advantage to Action: How Managers Adapt to External Conditions

Strategically

Andrei Smirnov

New Economic School

This paper examines how managerial decision-making adapts in response to external advantages by testing the effects of home advantage in professional football. Drawing on a novel theoretical model that characterizes Nash equilibrium strategies under conditions of external asymmetry, the study explores how managers adjust their pre-match lineup choices to adopt a more aggressive strategy when playing at home. Employing data from top European football leagues, I develop new proxies for offensive performance that capture both short-run and long-run goal-scoring achievements. The empirical evidence indicates that managers adjust their strategies in the presence of home advantage. These results contribute to the literature on rational decision-making and strategic adaptation, offering fresh insights into how external advantages shape competitive behavior in economic environments.

Contingent Employment and Effort: Lessons from Soccer

¹Jonas Froch, ¹Oliver Gürtler, ²Felix Sage

¹University of Cologne; ² University of Duisburg Essen

Temporary work arrangements often function as a form of ‘on-the-job training,’ offering individuals opportunities to develop their skills, broaden their experience, and position themselves for future career advancements. Similarly, loan arrangements in professional football offer players a limited timeframe to prove themselves, leading to strategic shifts in behavior. We develop a dynamic multitasking model predicting that loan players prioritize highly visible actions to enhance career prospects. Using data from seven Bundesliga seasons, we test these predictions with an entropy balancing approach, ensuring comparability between loaned and non-loaned players. Our findings show that loan players increase their involvement in conspicuous actions such as shots and duels while reducing participation in passing and ball retention. Despite heightened individual effort, we find no significant impact on team-based outcomes such as goals and assists. These results suggest that temporary employment arrangements incentivize workers to focus on self-promoting tasks, with implications for both professional sports and broader labor markets.

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On the second-mover advantage in team contests – Evidence from professional hockey

Hedrik Sonnabend

University of Hagen

This study investigates the second-mover advantage in professional hockey using play-by-play data from 17,680 NHL matches (seasons 2007-2022). By analysing puck-out-of-bounds situations as exogenous variation, we examine how home teams can optimise their (relative) performance by reacting to the visiting team's line-up decisions. Estimates from a two-way fixed effects model with a staggered treatment reveal that the second-mover advantage significantly increases home team performance only when the event occurs in the offensive zone, with a temporary effect lasting up to two minutes. Future research will explore the impact of substitutions and player talent on this advantage.

Who Runs the World (of Sport)? – An Analysis of the Composition of Executive Boards of International Sport Federations

Andrés Meneses¹, Chris Horbel², Thomas Könecke¹

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Executive boards are the highest offices in sport organizations and responsible for overseeing strategic plans and ensuring their implementation (Bayle, 2024). This study analyzes the composition of executive boards based on the characteristics of its members. Comparable studies have been conducted outside the sport world with significant implications for policy and governance. This study helps to fill this gap by analyzing the executive boards of international sport federations that are recognized by the International Olympic Committee. A new dataset was put together using publicly available information from institutional websites and LinkedIn. The results show that executive boards are diverse in terms of nationality but are composed generally of males, the average age is 60.6 years, who have previously held positions in sport organizations. Despite the theories suggesting differences in composition due to size of an organization or media exposure, the results indicate Olympic and non-Olympic federations have homogenous boards.

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Local hosts versus international federations in the hosting of sport events

Elsa Kristiansen¹, Birger Opstad¹, & Hans Anton Stubberud¹, & Kristin Ørmen Johnsen¹

¹USN School of Business, University of South-Eastern Norway

In this study, we examine the economic debate surrounding the annual FIS World Cup in Drammen, Norway. We ask: How do local hosts manage the economic challenges of hosting international events? Sixteen stakeholders, including representatives from the national ski federation, municipal and county politicians, and the local sports club, were interviewed after the 2024 cross-country city sprint.

The findings revealed two main issues: a decline in sponsorships due to international media rights (Infront) and increased costs from environmental concerns related to snow production and transportation. These factors have made it harder for the local host to benefit financially. Despite this, leading politicians support the event economically, arguing that the benefits still outweigh the costs. There is a concern about when the city will reach a threshold where managing these challenges becomes too overwhelming.

Pay and Performance in Professional Basketball: Comparing the WNBA and NBA

Florian Borghorst¹ & Christoph Bühren¹

¹Ruhr University Bochum

This study examines gender differences in the link between performance and remuneration with professional basketball data. We compare traditional and advanced performance metrics with salaries in the WNBA and NBA from 2021 to 2025, to examine whether salary differences can be explainable by human capital and wage theory or whether they derive from gender discrimination. Additionally, based on the concepts of choking versus excelling under pressure, we analyze gender differences in performance during high- and low-stakes situations and how performance under high versus low pressure translates into player compensation. The analysis uses separate and combined regression models for the NBA and WNBA. The findings, which will be presented at the conference, contribute to the discussion on gender pay gaps in sports and yield implications for the labor market.

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Career investments of female football coaches in continental Europe

Matheus Galdino, Pamela Wicker

Bielefeld University

Female coaches have been underrepresented and marginalized across football settings. To increase their level of representation, women who seek a career in youth or professional football must inevitably invest in their coach education to meet the employment expectations promoted by the UEFA coaching convention. The present study examines to what extent women tend to invest in their football coaching careers, while paying attention to the impact of their location in continental Europe. This research is based on cross-sectional data from 1,010 female coaches who participated in an online survey between November 2024 and January 2025. To analyze the data, log-linear regression models assess the aggregate financial investments of women's football coaching licenses, while focusing on the origin of licenses and residence, as well as controlling for coaching experiences and sociodemographic conditions. The findings are expected to help women coaches formulate strategic decisions when optimizing investments in their continued coaching education.

Trying to further understand “the most important position in professional sport”: Performance and Salary of National Hockey League Goaltenders

Brian Soebbing

University of Alberta

Understanding the professional sports labor market has been a popular topic in sport economics research. One common topic is salary returns by specific position on the court/field (Berri et al., 2024). Amongst this research, regardless of sport, there are numerous examples of premiums paid for certain positions (e.g., strikers, quarterbacks) and discounts to others (e.g., NFL Kickers). The proposed research seeks to understand regular season NHL goalie performance and its impact on salaries. Examining a sample of NHL goalies from 2011-2012 through the 2023-2024 season, the proposed study will look at various determinants of salaries include current and past performance using standard and advanced analytics, peer effects, human capital, demographic, team factors, and changes in the regulatory environment. The findings hopefully will contribute to an increasing literature understanding the intersection of peer effects, human capital, and advanced metrics in labor market research.

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The NCAA Chopping Block: Can a Shock Expose Title IX Compliance Limits in College Athletics Programs?

Georgy Shukaylo¹ & Thomas Rhoads²

¹University of Michigan; ²Towson University

Title IX of the 1972 Education Amendments compliance has led to the addition of many college athletic programs in the United States, but concerns persist about their financial sustainability. This study examines whether compliance-driven programs were disproportionately discontinued during the COVID-19 financial shock or if institutions adapted compliance strategies through alternative cost-cutting measures. Using Equity in Athletics Disclosure Act (EADA) data spanning 1,273 US higher education institutions, we assess the financial vulnerability of Title IX compliance-driven programs. We find that compliance-driven programs were not disproportionately discontinued but experienced greater reductions in operating expenses and slower growth in women's athletic participation compared to pre-COVID-19 levels. Meanwhile, programs with lower financial viability, particularly those not linked to Title IX compliance, were at the highest risk of elimination. Our findings suggest that institutions prioritized cost management over program cuts, highlighting the evolving nature of institutional compliance strategies in response to financial shocks.

From Dugout to Departure: Sleep loss leads to mental errors – Evidence from a natural experiment

Mario Lackner

Johannes Kepler University Linz

The impact of sleep deprivation on mental mistakes remains underexplored, although particularly relevant for top athletes who frequently travel. Existing studies indicate that lack of sleep negatively affects productivity, health, psychological well-being, labor market outcomes, and cognitive performance. This study investigates the effects of travel on performance using comprehensive data for 42 seasons of Major League Baseball (MLB) from 1983 to 2024. We analyze detailed game reports, focusing on errors committed during innings as a measure of mental performance or focus. By examining travel distances and time-zone changes, we exploit a natural experiment to isolate the effects of sleep loss from travel-related fatigue. Our findings reveal that eastward travel, which results in sleep loss, significantly increases error rates, while westward travel shows no significant impact. The negative effect of sleep loss is particularly pronounced

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among players aged 27 or younger. This study underscores the importance of sleep in maintaining mental performance

The Economic History of El Dorado

The 1950s Colombian Pirate Football League

Andrés Álvarez, Jorge Tovar

Universidad de Los Andes

This study examines Colombia's El Dorado football league (1949-1953), history's first experiment in building a multimillionaire league from scratch. Through extensive archival research across South America, the authors reveal how unique economic conditions—Colombia's remarkable monetary stability amid regional volatility and political turmoil—enabled the creation of this pioneering "pirate" league. While traditional narratives highlight Argentina's player strike as the catalyst, this research demonstrates more complex economic, social, and political factors that drew top talent from Argentina, Brazil, Europe, and beyond. The authors compile unprecedented data on match attendance and revenues from over 660 games to quantify the league's financial strength, showing players earned up to ten times their home salaries. The research also corrects historical misconceptions, revealing El Dorado's golden era effectively ended in 1951 with the "Lima Pact," not 1953 as commonly believed. The study extracts valuable lessons from this Colombian experiment applicable to contemporary wealth-driven football expansions worldwide.

Emotional Driving

Travis Richardson

University of Tübingen

This study investigates the impact of unexpected game outcomes in professional football and basketball on driving behavior, contributing to the broader literature on emotional spillover effects and risk-taking behavior. Leveraging high-frequency vehicle speed and crash data from HERE Technologies, we examine whether emotional cues from sports events affect driving behavior. Using Fixed-Effects Regression, we estimate the effect of game outcomes on average vehicle speed, while a Poisson Regression Model evaluates changes in crash counts, closely following the empirical framework of Card & Dahl (2011). Preliminary findings suggest that upset losses lead to increased

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driving speeds, while upset wins reduce speeds, suggesting that negative emotions related to unexpected sport outcomes induce riskier behavior. The results offer new insights into how expected versus actual outcomes can affect real-world behavior and decision-making, expanding our knowledge on behavioral responses to emotional shocks. Leading to potential policy implications for traffic management on game days.

Corporate Social Responsibility in Football - How Pay-What-You-Want

ticketing and charitable giving transform fans into social impact

contributors

Marcel Koch

RWTH Aachen University

This study examines Pay-What-You-Want (PWYW) ticket pricing as a Corporate Social Responsibility (CSR) initiative in football, incorporating charitable giving to enhance fan engagement and social impact. Rooted in pricing and consumer behaviour research (Kim et al., 2014; Gneezy et al., 2010; Jung et al., 2017), we explore how PWYW, combined with reference prices and charitable giving, influences fans' WTP and CSR perception. In cooperation with Alemannia Aachen, a German third-division club, we employ a two-phase mixed-methods approach: (1) an online questionnaire (N = 84) comparing a hypothetical PWYW + donations model to a real CSR initiative; (2) a field experiment implementing PWYW for a stadium section. Findings show that fans' WTP (€14.86) exceeded the reference price (€10), with €4.86 allocated to donations. PWYW + donations significantly improved CSR reputation, fans attitudes towards the club and was perceived as more fan-focused, positioning it as a viable CSR tool for football clubs

Cards and Match Results in Rugby Union:

Measuring the Effects of Sin Bins in Sport.

Peter Dawson¹, Paul Downward², Vincent Hogan³, & Patrick Massey⁴

¹ University of East Anglia; ² Loughborough University; ³ University College Dublin; ⁴ Compecon

– Competition Economics.

Various studies have exploited data on yellow and red cards to measure possible referee

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bias in soccer. Few have analysed the impact of cards on match outcomes and most of these focused on the impact of red cards. Our paper seeks to add to the literature by analysing the impact of yellow and red cards on teams' win probabilities in rugby using a dataset of 1,440 matches from the United Rugby Championship (URC), over eleven seasons from 2012/13 to 2022/23. Rugby provides an interesting setting because a yellow card results in a player being excluded from the game for ten minutes (of eighty). A red card results in a player's exclusion for the remainder of the game as in soccer. Our key findings are that single yellow cards have the expected association with home match outcomes while red cards reduce win probabilities for both home and away teams.

Competitive (Im)balance? A transfer portal analysis

Adrian Simion

Syracuse University

The NCAA transfer portal, introduced in 2018, has significantly altered US college athletics by increasing athlete mobility and transparency in the transfer process. This study examines how the portal has influenced talent distribution in American football and basketball, particularly in relation to recruiting trends and competitive balance. Using data from 247Sports and the Gini coefficient to assess inequality, we explore shifts in talent acquisition before and after the portal's implementation, as well as the impact of other events and policies, such as Name, Image, and Likeness (NIL). Preliminary findings suggest that top programs are securing higher concentrations of elite high school recruits, making it increasingly difficult for new talent to break in. Football athletes tend to transfer away, while basketball transfers display more variability. Transfer activity has surged and remained elevated since the onset of NIL and the one-time exception policy.

Animal Spirits in the Beautiful Game: Testing social pressure in professional football during the Covid-19 lockdown

Antonio Llopis Gómez

Scuola IMT Alti Studi Lucca / University of Alicante

The COVID-19 pandemic forced almost all professional football matches worldwide to be played in empty stadiums. This large-scale natural experiment offers a unique opportunity to assess the impact of social pressure on decision making and behavior. Using a large dataset from 145 professional football leagues in 90 different countries, we

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find that the home advantage in match outcomes, penalties and performance indicators drops significantly. In fact, referee bias against away teams in fouls and cards disappears without fans. Our results therefore suggest that social pressure exerted by home crowds has an important effect on the behavior of referees, game dynamics and game outcomes.

The Road to Professional Football: How Geographical Proximity to Clubs Influences

Youth Players' Bundesliga Career Outcomes

Finn Simon¹, Galila Nasserr²

¹Hamburg University, ²Bielefeld University

This study examines the impact of geographical distance between clubs on the future football careers of elite youth players in Germany. Using data from the 2005/06 to 2018/19 seasons, covering over 1,600 under-19 players who played at least 80% of all possible minutes in a given season, we employ mixed-effects logistic regression to accommodate effects associated with the league level of a club's first adult team. Our findings reveal that players who travel greater distances are more likely to join a team in the second or third Bundesliga, while no significant effect was found for the first Bundesliga.

International Sports Competitions, Mid-Season League Breaks, and Teams

Performance

Arne Feddersen

University of Southern Denmark

Elite international sports competitions convene top athletes from clubs to represent their national teams. While many of these tournaments coincide with existing league breaks (e.g., FIFA World Cup, UEFA EURO), others necessitate mid-season interruptions (e.g., Winter Olympics). These disruptions raise concerns about player fatigue, injury risk, the potential loss of team momentum, and changes in competitive balance upon resuming league play.

This study aims to systematically analyze the effects of such disruptions by (1)

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reproducing Longley's (2014) findings on the NHL and previous Winter Olympics, (2) extending the analysis to the NHL and the 2014 Winter Olympics, (3) replicating the results for European hockey leagues and Winter Olympics, (4) replicating the results for European handball leagues, and (5) examining the impact of the 2022 FIFA World Cup on European football. By doing so, this research will offer a comparative analysis across sports with varying tournament frequencies and scheduling structures.

Are inefficient odds within in-play markets profitable for bookmakers?

David Winkelmann

University of Bielefeld

This study investigates whether inefficient odds in in-game betting markets are profitable for bookmakers. Using data from multiple seasons of the German Bundesliga, we analyse bookmaker pricing strategies, focusing on the impact of the first goal in a match. Our findings reveal that bookmakers achieve the highest profits when underdogs score first, as bettors tend to underestimate the importance of such events and place stakes on the opposing team. Surprisingly, bettors can also achieve positive returns in these situations, yet they generally fail to exploit these opportunities. Bookmakers strategically offer overpriced odds on popular bets and underpriced odds on less popular ones, capitalising on bettors' behaviours. This suggests that perceived inefficiencies in bookmaker odds actually facilitate profit maximisation.

Following my Team on the Road: The Impact of Top-Division Football Clubs on Tourism

Roberto Patuelli¹, & Carlos Varela-Quintana²

¹ University of Bologna; ²University of Oviedo

This study investigates the impact of top-division football clubs on tourism flows. Using a TWFE DiD approach we examine how promotion/relegation to/from the highest division affects tourism from visiting teams' cities and enhances city branding and domestic tourism. Analyzing data from Spain's football leagues (2021/22–2023/24) and the National Statistics Institute's mobile phone tracking dataset, we find that promotion significantly increases inbound tourism from visiting teams' cities, with an estimated average treatment effect on the treated (ATET) of 243.2%. However, the effect disappears when accounting for the market size of visiting teams, suggesting that access to larger fan bases, rather than promotion itself, drives the tourism boost. Contrary to

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expectations, no evidence was found that promotion increases tourism from the rest of the country, indicating that the positive impact is limited to cities of the visiting teams and does not enhance overall city tourism

Do large sport events benefit host territories ? A coherent micro founded model and application to recent events

Jérôme Massiani ¹

¹Università Milano Bicocca

The proposed contribution proposes a coherent evaluation framework to assess the impact of large sport events. It elaborates on a rigorous yet parsimonious microfounded model to propose a formulation of the net present value of an event.

It also applies this model to a recent event, Paris 2024, using publicly available data and a few assumptions. It compares such results to a possible IO model and a simplified CGE model.

The findings indicate that, once realistic economic mechanisms are considered, the outcome of an event may not be as positive as naïve Input Output models may suggest. It also appears that many evaluation items that are usually concealed in the public debate, appear important in a proper evaluation.

Spillover Effects of Sporting Success: Evidence from Football Registrations in Croatia

Craig Depken

University of North Carolina at Charlotte

This paper examines the determinants of youth participation in football practice, particularly the impact of national team performance on youth football enrolment. Utilizing anonymized micro-level data of over 70,000 youth player registrations across 1,842 football clubs from 2005 to 2023, the analysis is based on examining how the Croatian men's national team's success in the 2018 and 2022 FIFA World Cups influenced youth enrolment in football within Croatia. The research dissects spatial and gender-specific effects of national team achievements on youth participation in football. The research methodology employs a regression discontinuity (RD) model to establish causal impacts of the national team's achievements on football registrations. This approach analyses registration patterns before and after the World Cups, considering

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the timing of these events and their unexpected outcomes as natural experiments.

Unpacking the Scoring Explosion in the Modern NBA: The Evolving Impact of Shot Volume, Efficiency, and Selection

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What drives the increase in scoring in modern basketball—faster pace, better shooting, or smarter shot selection? This paper quantifies the contribution of shooting volume, efficiency, and distribution to the rise in scoring output over the past few decades. To this end, we constructed a comprehensive database spanning twenty-seven NBA seasons (from 1996-97 to 2023-24) and conducted statistical and econometric analyses using panel regression with average marginal effects. Our findings highlight the growing importance of shot volume, particularly from certain field positions (close range and three-pointers), in explaining the increase in scoring, while improvements in shooting efficiency generally show a diminishing contribution over time. These results offer valuable insights for defining team offensive strategies and roster construction, while also emphasizing the constant dynamic evolution of the game.

Predicting the Value of Broadcasting Rights for the Chance Liga: An Econometric Approach

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This study focuses on predicting the value of broadcasting rights for the Chance Liga, a Czech football league. Using econometric regression from the Generalized Linear Models (GLM) family, based on cross-sectional data from elite European leagues, the annual value of broadcasting rights is estimated at €43.51 million, with a confidence interval from €29.46 to €57.57 million. The study employs extensive data analysis, incorporating various factors influencing the value of broadcasting rights, such as team performance, market size, and historical trends. The results provide crucial insights for future negotiations on broadcasting rights and contribute to a better understanding of financial flows in professional football. Additionally, the study highlights the importance of accurate predictions for strategic planning and decision-making in sports marketing and financing, offering new perspectives and suggestions for further research in sports

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economics.

Determinants of Visitor Attendance

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In recent years, the attendance of visiting team fans has gained increasing interest due to improved data availability and advances in empirical methods. This study uses individual match-day data from the Big Five European football leagues to estimate different effects of home and away teams on stadium attendance. We estimate a demand equation for attendance over a 10-year period, where each explanatory variable has a general “home team” effect (β_k) and each X_{kij} captures a potentially visiting team-specific effect (γ_{jk}). Preliminary results from the English Premier League, Spanish La Liga, French Ligue 1, Italian Serie A, and German Bundesliga support the intuition that fan behavior varies across the Big Five leagues, and that fans of different teams respond differently to the same factors.

Talent Identification in Soccer: A Systematic Review and Meta-analysis

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The critical quality criterion of talent identification procedures is their prognostic validity. Thus, the central research question is: To what extent do individual differences in talent indicators at the time of talent identification procedures predict individual differences in the criterion variable, i.e. later, adult performance (Güllich & Larkin, 2023)? The existing evidence on the prognostic validity of potential talent indicators in soccer is characterized by great heterogeneity in methodological approaches and inconsistent results (Güllich & Larkin, 2023).

The present meta-analysis aims to establish more robust and generalizable findings by synthesizing results from relevant studies identified via systematic literature review. A first study protocol was presented at the ÖSG Congress Innsbruck 2024 (Barth & Güllich, 2024).

We conduct random-effects meta-analyses as well as moderator analyses using mixed-effects models.

We will present the results and discuss theoretical and practical implications.

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Choking Is Common, Clutch Is Rare: Pressure Performance in European Football

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Carnegie Mellon University in Qatar

While a large literature documents that athletes tend to underperform in high-pressure situations, far less is known about which athletes are most susceptible to pressure. This paper examines the role of player quality in mediating performance under pressure in professional football. Using over 200,000 open-play shots from Europe's top five leagues (2016–2023), we study whether high-quality players, proxied by wage and market value data, are more resilient in clutch situations — specifically, when a team is trailing by one goal in second-half stoppage time. We build on Indaco and Teqja (2025), who demonstrate that pressure impairs finishing in this setting, and propose a shot-level empirical strategy that interacts pressure and player quality. We also use quantile regression to assess whether performance resilience is concentrated among the most elite players.

Crowding-Out Effects in Tourism: How the FIS Alpine Ski World Championships Saalbach 2025 Influence Visitor Intentions

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University of Innsbruck

This study investigates the impact of the FIS Alpine Ski World Championships Saalbach 2025 on tourism, focusing on potential "crowding-out" effects. While sport mega-events like the Championships can enhance a destination's image and attract visitors, they can also discourage regular tourists due to overcrowding, increased prices, and limited accommodations. The research uses the Theory of Planned Behavior to explore how destination image, price sensitivity, and perceived overcrowding influence tourists' decision-making. A quantitative survey examined the behavior and motivations of regular visitors, revealing that a significant proportion of respondents continued their usual visits despite the event. Initial findings indicate that most respondents were not influenced by the event, with only a small percentage postponing or canceling their visits. The study contributes to understanding the complex relationship between major sporting events and tourism, highlighting both positive and negative aspects that affect long-term visitor

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intentions.

Evaluation of attendance surveys on the spectator structure of the Google Pixel Women's Bundesliga

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University of Bayreuth

Women's football in Germany is gaining popularity, and attendance figures have risen recently.

Despite this growth, there remains a lack of empirical research on attendance structures and the key determinants of stadium attendance in (German) women's football. The present study addresses this gap by examining the factors shaping interest, attitudes, and long-term attendance in the German Women's Bundesliga (FBL). To this end, we conducted on-site data collection in all twelve FBL stadiums by distributing an online survey to 3,011 participants, with a overall response rate of around 15%. Our findings indicate that, as expected, overall interest in women's football is high, although considerable variation exists across clubs. The primary motivations for attending matches include supporting women's football, enjoying high-quality play, experiencing the stadium atmosphere, and expressing fandom for the club.

In addition, the audience displays a balanced gender distribution, an average age in the mid-thirties, and an above-average level of education.

Don't look back in anger: Evidence on reported fan violence in German football

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Ultras and other fan groups in European football are criticised for their provocative self-staging, use of pyros and alleged readiness to violence. Yet, it is questionable how accurately police reports and media coverage reflect the prevalence of problematic fan behaviour. Therefore, this study conducts a quantitative content analysis of media reports on incidences of illicit fan behaviour for the case of German football. The sample covers four seasons from 2014/15 to 2017/18 with $N=714$ incidences in media coverage identified and coded. It is found that the number incidences and the prevalence of violence show a discontinuous pattern over the seasons with a violence decline in

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season 2015/16 and a low level or decline of incidences, respectively, in the seasons 2014/15 and 2017/18. Ongoing regression analyses will go deeper into the relationships behind this overall evidence. However, the claim of a rising violence problem in German football cannot be confirmed.