

SHADES OF SPORTS LEADERSHIP AND -PSYCHOLOGY

ONE THING TO LEARN IS, THAT ECONOMIC POWER IN THE BUNDESLIGA DOES NOT EQUAL SUCCESS IN TERMS OF FINAL TABLE POSITION (MONEY DOES NOT NECESSARILY SCORE GOALS): IN BUNDESLIGA SEASON 16/17, FOR 50% OF THE TEAMS THERE IS NO CORRELATION BETWEEN FINANCIAL POWER AND RESULT - 5 TEAMS UNDERPERFORMING, 4 TEAMS OUTPERFORMING. WHY?

- WHY IS **RB LEIPZIG** DOING GREAT, WITH RELATIVELY MODERATE FINANCIAL RESOURCES AND BEING A NEWBIE AT THE SAME TIME? COLLECTIVE, GOOD LEADERSHIP? SPIRIT? INNOVATION? DRIVE?
- WHY IS **WOLFSBURG** DOING SO TERRIBLY BAD, WHILST FINANCIAL POWER IS NOT THE ISSUE AT ALL? JUST THE OPPOSITE OF LEIPZIG'S RECIPES?
- WHY IS **FC BAYERN** () ALWAYS ON THE TOP? BECAUSE EVERYTHING FITS NICELY AND PERFECT TOGETHER? BECAUSE EVEN IN CASES, WHERE A PROBLEM IS ON THE HORIZON (ANCELOTTI NOT FITTING TOO WELL INTO BAYERN'S ORGANIZATION / CULTURE, STARK CHANGES GET APPLIED FAST?

FOOTBALL TRANSLATES WELL TO SMALL & MEDIUM-SIZED ENTERPRISES, CHARACTERIZED BY LIMITED NUMBER OF PRODUCTS OR SERVICES, COUNTING ON STAFF, HAVING SPECIFIC, ADVANCED COMPETENCIES AND CAPACITY TO COVER A NUMBER OF ROLES WITH HIGHLY INTERDEPENDENT ACTIVITIES.

Saison 2016/17	Total income in M€	Position Income	Final position table	Performance
Dortmund	327	1	3	-2
München 	304	2	1	1
Schalke	204	3	10	-7
Wolfsburg	193	4	16	-12
Gladbach	180	5	9	-4
Leverkusen	149	6	12	-6
Hoffenheim	96	7	4	3
Frankfurt	95	8	11	-3
Mainz	93	9	15	-6
Bremen	92	10	8	2
Köln	88	11	5	6
Hamburg	84	12	14	-2
Augsburg	75	13	13	0
Berlin	72	14	6	8
Leipzig	56	15	2	13
Freiburg	50	16	7	9
Ingolstadt	42	17	17	0
Darmstadt	42	18	18	0

Source: <http://fussball-geld.de/einnahmetabelle-der-1-bundesliga/>

SPORTS 2 BUSINESS

SPORTS LEADERSHIP IS APPLIED AS A PREVAILING ANALOGY FOR ANALYZING AND INTERPRETING BUSINESS LEADERS BEHAVIORS (AND PERFORMANCE), SUCH AS TEAM WORK, PEOPLE DEVELOPMENT, COLLABORATION, MOTIVATION, CHANGE, INNOVATION AND RESULT-ORIENTATION, WITH SUCCESSFUL SPORTS COACHES HELD UP AS ROLE MODELS FOR MANAGERS AND LEADERS.

ONE GENERAL EXPLANATION ON ORGANIZATIONS WHO EITHER SUCCEED OR FAIL, IS THE CHALLENGE OF BALANCING SHORT- & LONG-TERM STRATEGIES. KEEP DOING MORE OF THE SAME OR START DOING ONLY WHAT'S NEW?

FOCUSING ON BOTH EXPLOITATION & EXPLORATION WHILST APPLYING SOUND MANAGERIAL AND LEADERSHIP PRACTICES, THAT CREATE A HEALTHY, PROGRESS- AND RESULT-ORIENTED CULTURE, IS CONSIDERED TO BE ART.



“To become outstandingly good, you’ve got to do outstanding things. Trust me, there is no other way. Only outstanding things will take you there.” Carlo Thränhardt