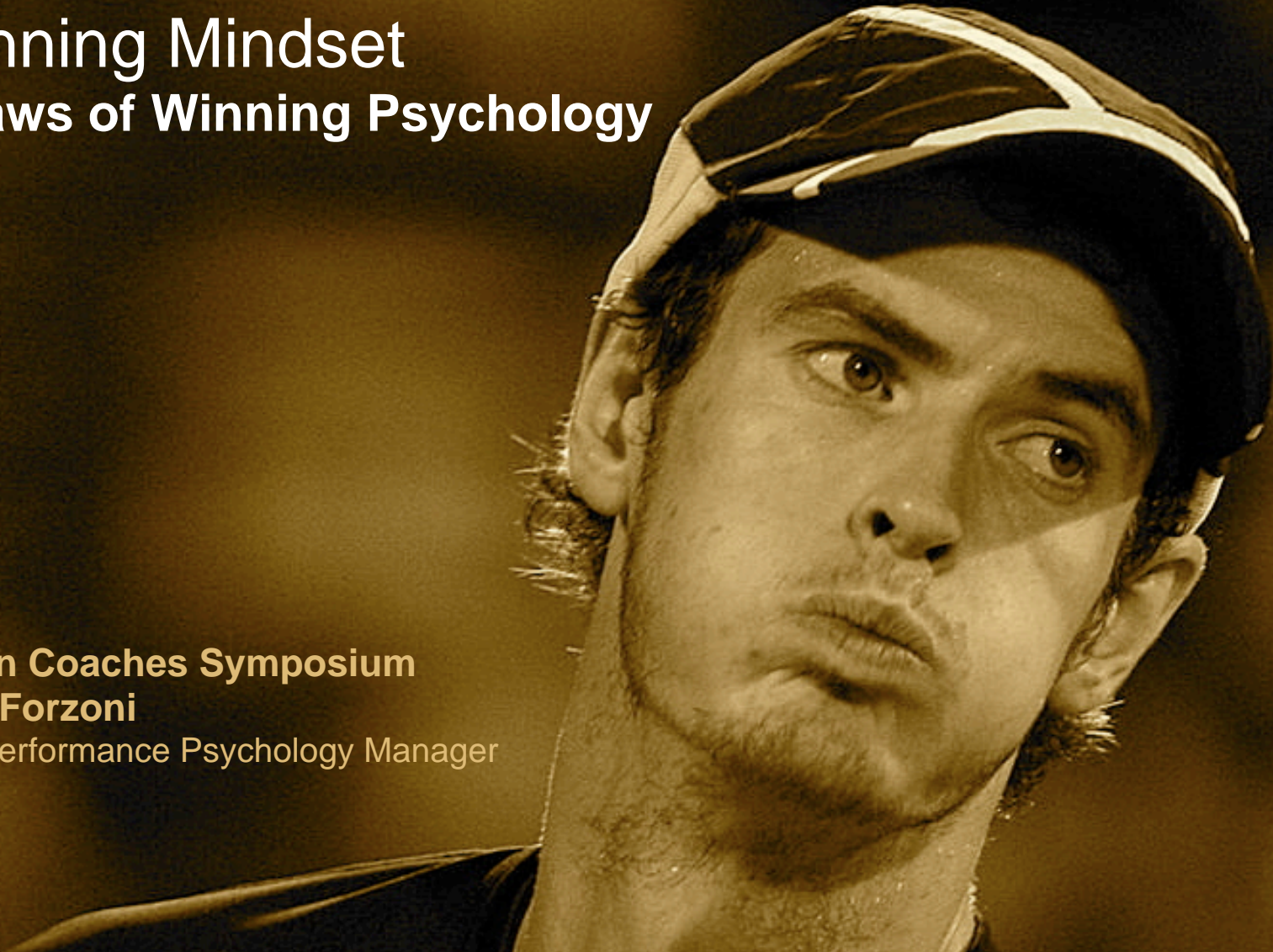


Performance Psychology in Tennis

A Winning Mindset The Laws of Winning Psychology

European Coaches Symposium
Roberto Forzoni
National Performance Psychology Manager



What makes a
winner?

Performance
psychology

Laws of
Winning
Psychology



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WINNERS



A Winner

Someone who
maximises their
potential, especially
when under pressure
and in competitive
situations



Why I won

- Forehand strong
- Hitting winners
- Serve working well



Why I lost

technical/tactical/physical/psychological

- Not concentrating
- Over confident – I'd beaten her before
- Thinking of the last time I lost
- Not changing something that wasn't working
- Got angry
- Wasn't putting in 100%
- Wrong tactics – didn't think correctly to change
- Made too many mistakes – not concentrating
- Choking
- Lack of intensity
- Lack of belief
- Cross court f/h too much down

The **No.1** reason for failure?

Psychological

“Her No. 1 problem is not her technique or tactics, it’s her anger on court”

“The reason he loses, and has not reached his potential, is that he has no emotional control on court”



“She
turns
into the
Hulk”

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Performance / Winning Psychology

A **positive psychology** focussing on **enhancing sport performance** by helping players and coaches develop:

- their **vision, strategy** and **commitment**
- a **positive, optimistic and growth** environment and **mindset** keeping them **focused** on making the **small improvements**.
- **mental skills** to become better at what they are already very good at.

It may well make the difference between achieving goals or not.



Psychology **Philosophy**

Mindset training

Global

Team approach

Coach inclusive

High impact

Integrated

Player-coach communication

Emphasis on (winning) culture



Mental Skills

Specific

Isolated approach

Coach exclusive

Specific impact

Multi-disciplinary

‘Dealing’ with the coach

Emphasis on problems



Image Problems!

Mental Skills?

"Andy, it's serious,
people are saying I look
like Steven Martens...
what can I do"

Enhancing the performance **environment**





Winning Mindset

“It is the **mental power** that separates the exceptional from the very good.

When they line up...there will be nothing to choose between them,
talent for talent,
training for training.

What separates them is *what goes on behind the eyes*”

Frank Dick OBE

President of the European Athletics Coaches Association

The **Mindset** of a Champion

- Cope with different situations (inc adversity, tough matches etc.)
- Deal with any opponent
- Handle the training demands
- Produce under pressure
- Leading a professional lifestyle
- Dealing with expectations

Changing players' perception of a (pressure) situation by helping them become **absorbed in their performance**

Moving from good to great



Thinking!

As pressure increases many players have difficulty controlling their emotions leading to a **reduction in cognitive ability**

"Thinking is the hardest work there is, which is the probable reason why so few engage in it."

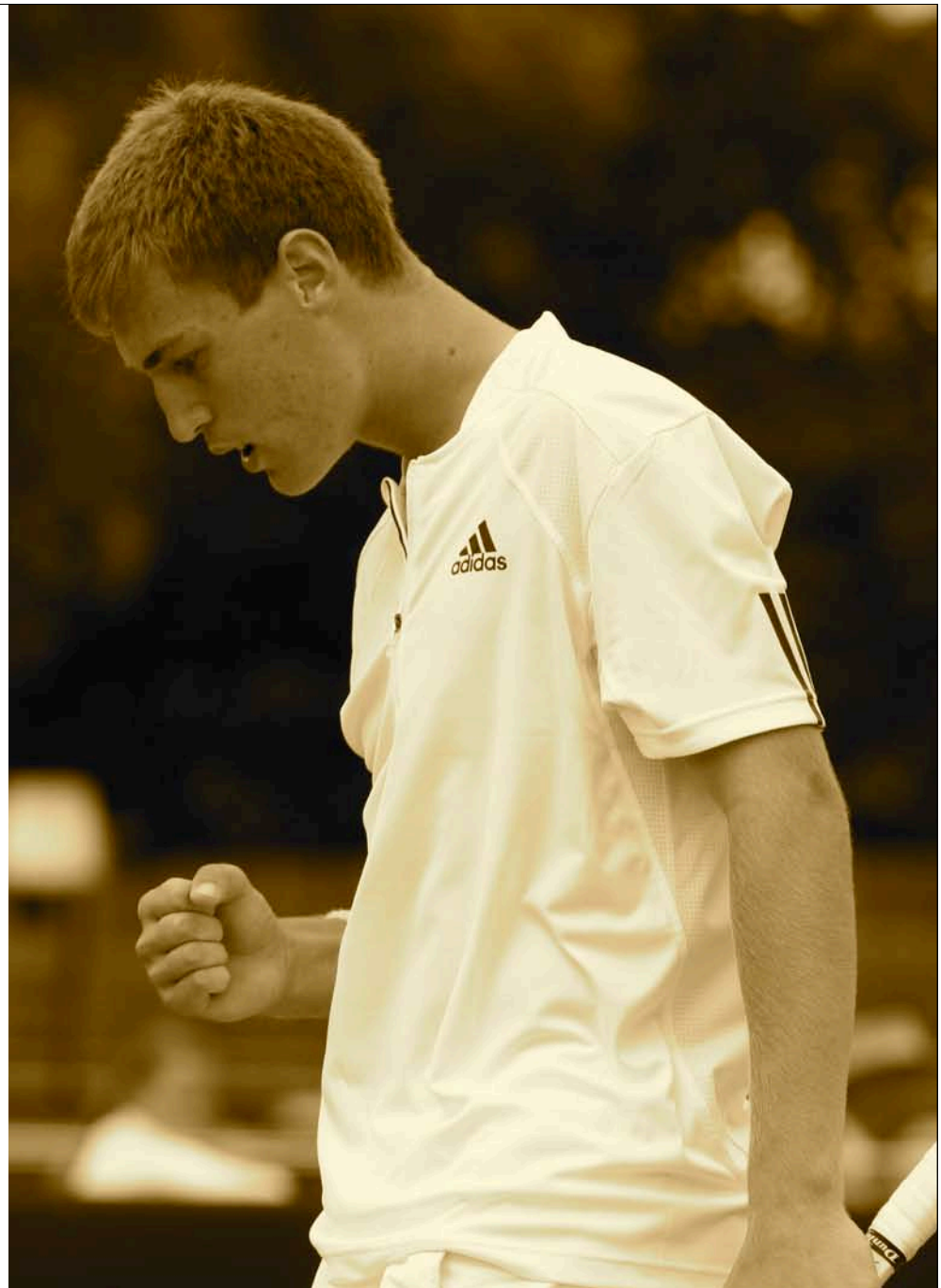
Henry Ford

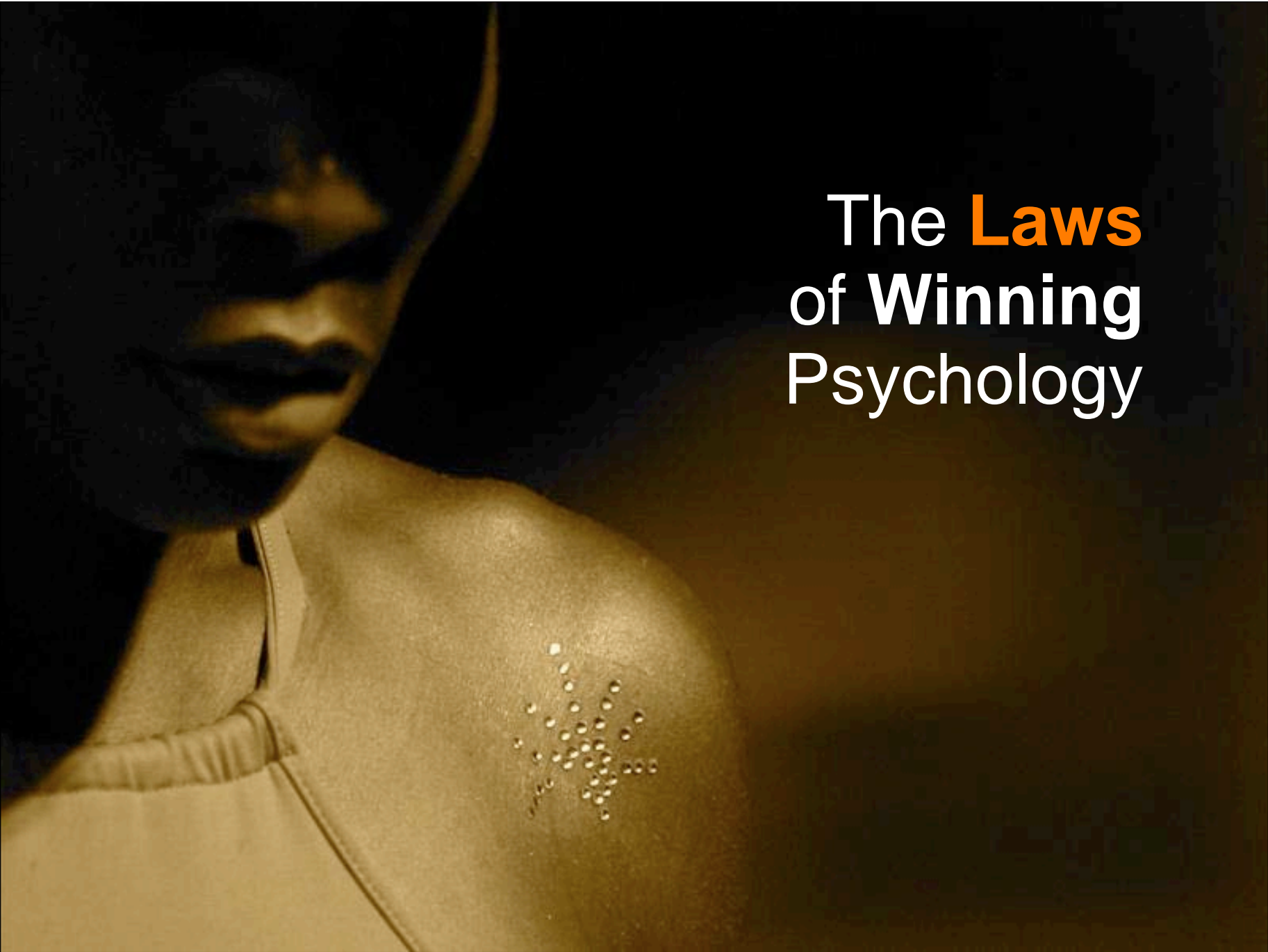
T-CUP

Clive Woodward

W.I.N.

John Wooden





The **Laws** of Winning Psychology

The Law of 'Self'

Motivation Level / Attitude /
Intensity / Passion

- Self-driven
- Self-reliant
- Self-confident
- Wanting the responsibility
- Understanding that growth requires personal investment
- "What I put in I get out" attitude





“No matter how good you get you can always get better and that's the exciting part”

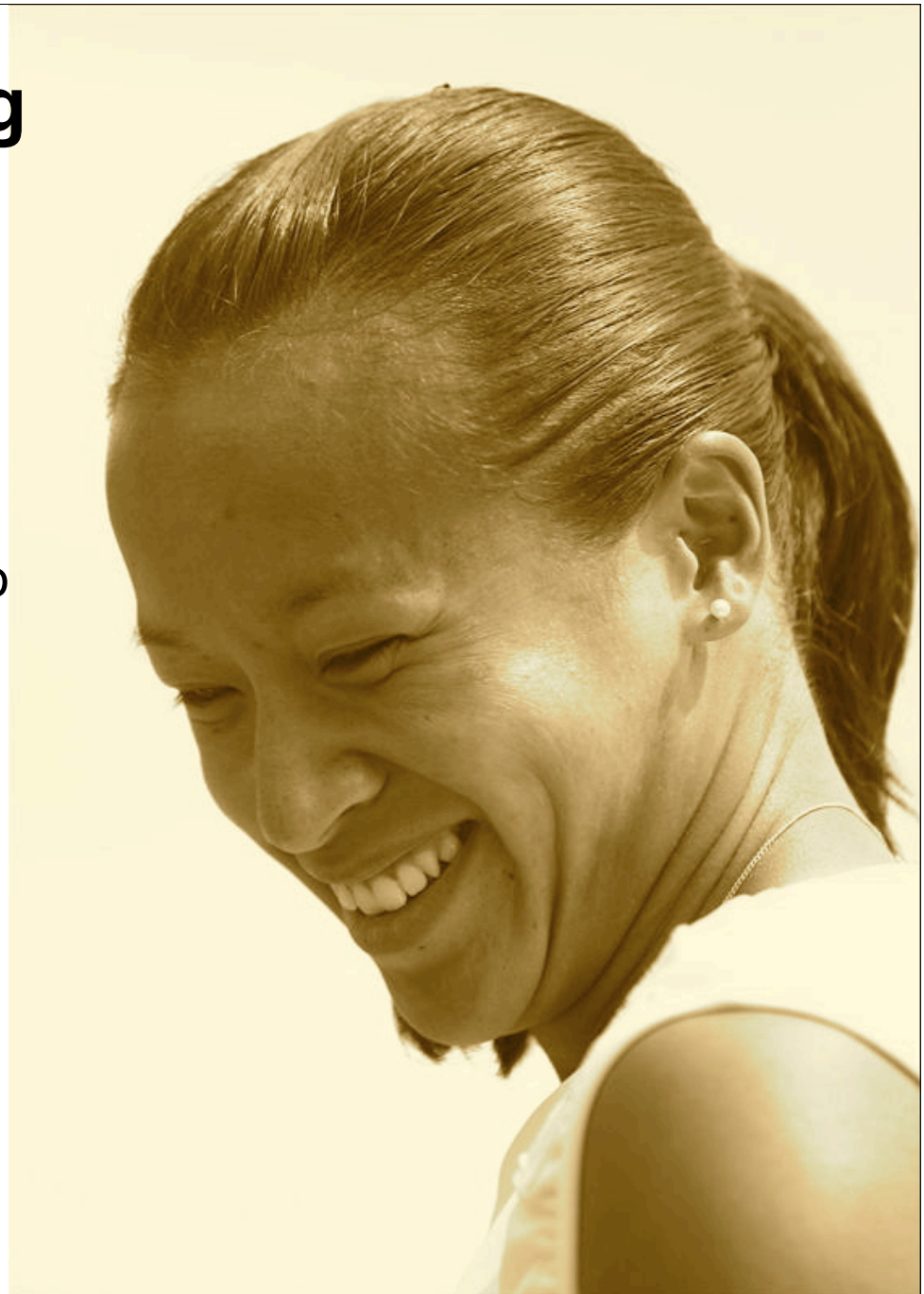
“I am the toughest golfer mentally”

Tiger Woods

The Law of **Learning**

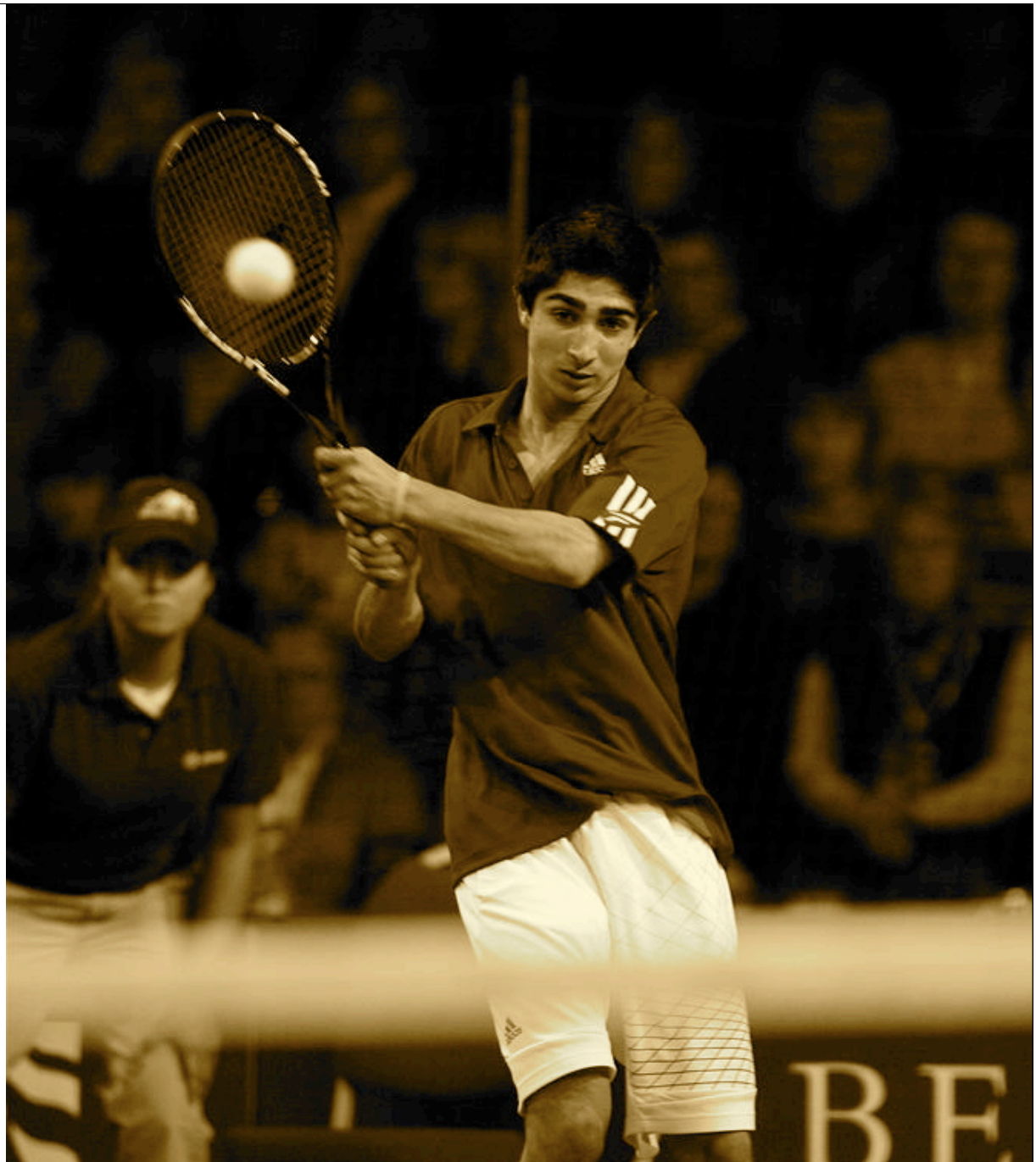
Constant desire to be better
and learn from mistakes

- Continually evaluating strategies and techniques
- Asking relevant questions to help improvement
- Resolve to not repeat mistakes
- Purposeful engaged practice
- Match practice sheet – reflection
- Debriefing training and competition



**The match
isn't over
until you've
learnt from it**

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The Law of Standards

High Standards & A Practical Perfectionist

- Doing the extra things it takes to succeed, both on and off the court
- Live a performance lifestyle
- Being a practical perfectionist
- Balanced lifestyle – self-esteem
- Improvement = raising standards
- Turn your 'shoulds' into 'musts'



Match Analysis

What went well	Areas to improve
<ol style="list-style-type: none">1. Hit winners – focus on training tactics / moving feet well / warmed up well2. Body language – thought of improving last match, and put effort to do so3. Came back 0-1, 0-3 (playing to 4) came back by telling myself she hasn't won anything yet4. Good first Serve – ball toss / loading / contact point5. Confident shots – aggressive, good decisions, done what I practiced6. Pumped up – prepared well, lots of effort to stay positive7. Played Aggressively – my planned strategy8. Determined – remained focused on my game plan / coach tactics– <i>"I knew exactly what I wanted to do and went out and did it to the end"</i>	<ol style="list-style-type: none">1. Not concentrating2. Over confident – I'd beaten her before3. Thinking of the last time I lost4. Not changing something that wasn't working5. Got angry6. Wasn't putting ion 100%7. Wrong tactics – didn't think correctly to change



The Law of **Language**

Avoiding Unhelpful
Thoughts and Language


Pressurizing Thoughts

I must, I should, I ought

Extreme Thoughts

Always, never, totally, nobody

Yes, but...attitude



*"As I hear myself speak,
I learn what I believe"*



The Law of Self-Control

- Self-acceptance
- Being able to quickly and positively respond to the mistakes and situations even after getting angry or frustrated
- Remaining focussed on the game plan when ahead, as well as behind

Routines
Responses



The Law of Competition Management

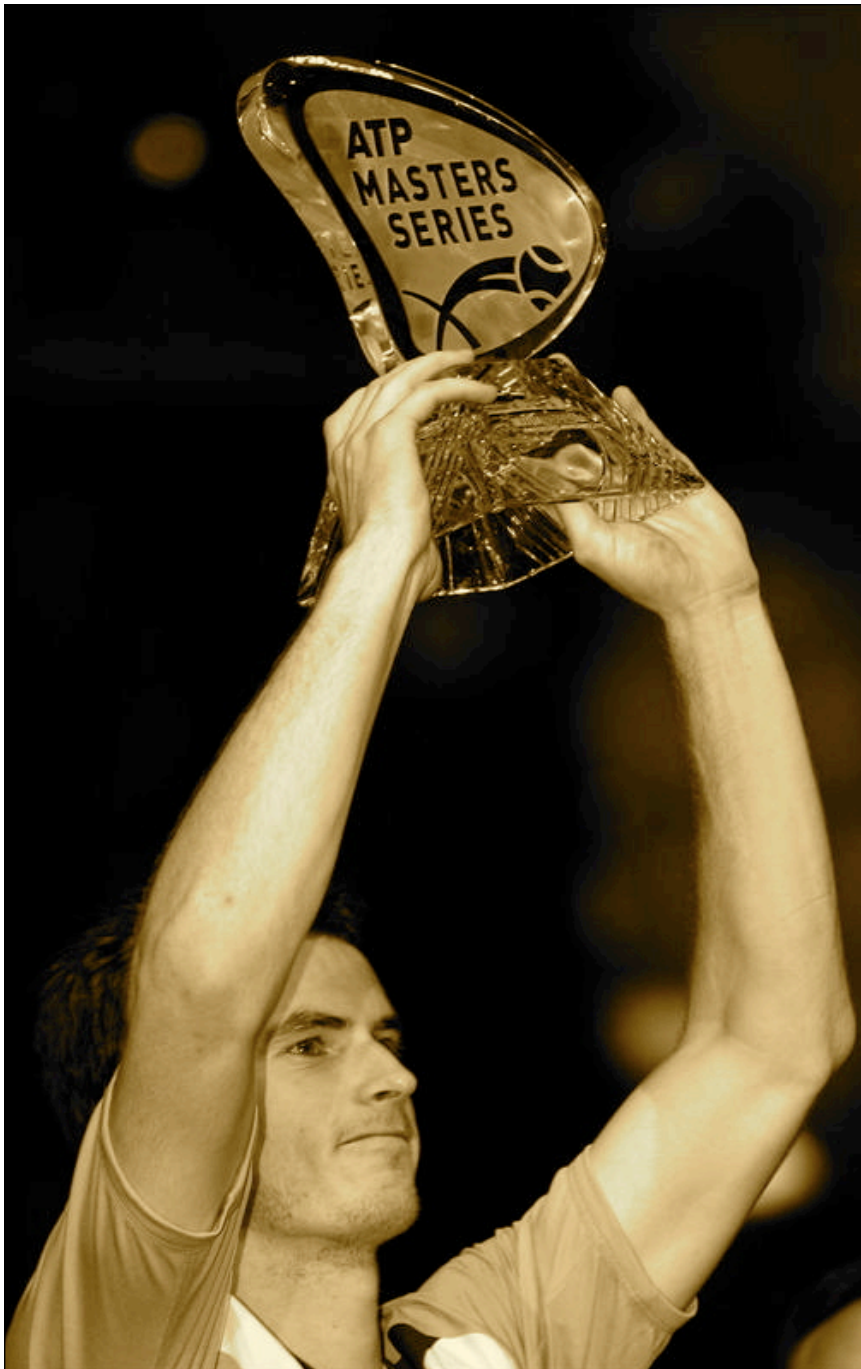
Is the pleasure of competition greater than the pressure?

- Not an expectation to play any different from training
- It'll get uncomfortable
- Confidence comes from planning and preparation

*"Do what you do – don't bring it up a level!"
% chance of winning mach v point*

Be comfortable being uncomfortable





- What makes a **winner?**
- **Performance Psychology**
Philosophy: Mindset v
Mental Skills
- Laws of **Winning Psychology**



*“I knew exactly what I
needed to do and I made
sure I did it to the very
last ball”*

Laura Robson

Junior Wimbledon Champion 2008

Thank You

References:
Tennis Coach's Toolkit. P. Dent, K. Reynolds
Mindset. Carol Dweck
Winning. Yehuda Shinar

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