

# Confidence

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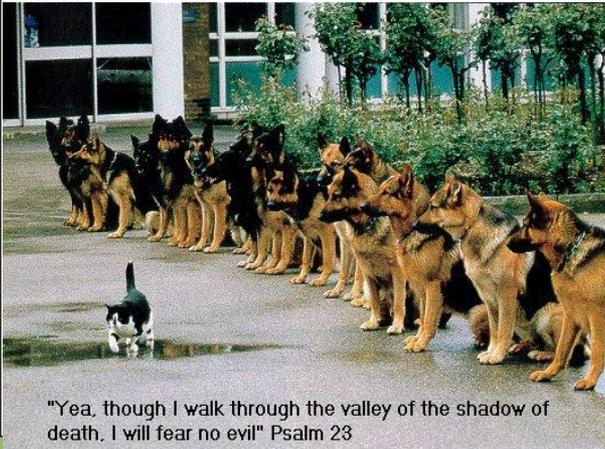
# Outline

- Definitions of self-esteem, self-confidence, self-efficacy
- Theoretical aspects of self-confidence in sport
- It's role in performance...
- Assessment of confidence
- How do we destroy our confidence...
- How can we instill confidence in athletes.

# on Defining Confidence...

- ...what you think of yourself on a day-to-day basis...
- ...you will become what you think about yourself...

*Bob Rotella, 1994*



"Yea, though I walk through the valley of the shadow of death, I will fear no evil" Psalm 23

# Defining self-confidence: two theoretical constructs

- **Self confidence:** The belief that you can achieve success and competence. In other words – believing yourself to be capable. Self-confidence might be in reference to specific tasks (self-efficacy) or a more wide ranging attitude you hold about your abilities in life. (macro-level)
  - Self-efficacy is transient and specific (micro-level)  
Self-efficacy is defined as the “Self-assessment of ability to master a task or achieve mastery over a specific situation or set of circumstances” (Bandura, 1977)
- **Self esteem:** Your opinion of your self and your worth. In other words, your perception of your value as a person, particularly with regard to the work you do, your status, achievements, purpose in life, your perceived place in the social order, potential for success, strengths and weaknesses; how you relate to others and your ability to stand on your own feet
  - Self-esteem is stable and universal (trait)  
Self-esteem is defined as “the awareness of good possessed by the self, and the level of global self regard that one has for the self as a person” (Campbell, 1984)

# Confidence and self-esteem

- Both self confidence and self esteem relate to your perception of yourself, the former relates to your perception of your abilities and the latter relates to your perception of your worth or value.
- Both concepts are closely related and those with low self confidence will often have low self esteem and vice versa.
- Although self-confidence and self-esteem may be related, certain individuals do not have high self-confidence for a given activity, but nevertheless still "like themselves"; by contrast, there are those who may regard themselves as highly competent at a given activity but do not have corresponding feelings of self-worth.

# In sport

There is much debate as to the most accurate definition. It is for this reason that confidence is not an easy term to precisely define.

Operationalised in several different ways:

- *Self-efficacy* (Bandura, 1977)
- **Sport confidence** (Vealey, 1986)
- Perceived competence (Harter, 1982; Nicholls, 1984)
- Outcome expectancies (Rotter, 1954)
- Movement confidence (Griffin & Keogh, 1982)

# Definitions in sport

- Weinberg and Gould (1995) found that sport psychologists generally define self-confidence as “the belief that you can successfully perform a desired behaviour” (p. 300).
- Hall, Martin, Moritz and Vadocz (1996) stated that “self-efficacy refers to an individual’s conviction that he or she can be successful at specific sport tasks, skills or under specific conditions” (p. 172).

# Theoretical aspects of self-confidence in sport

- Hardy, Jones and Gould (2003) distinguished between self-efficacy and sport-confidence as a “micro-level” and “macro-level” of self-confidence respectively
- "Self-confidence," as the term is used here, is the belief that one can successfully execute a specific activity (self-efficacy?)..... Thus self-efficacy represents a “micro-level approach”
- The sport confidence represents a “macro-level approach” (Vealey, 1986) is concerned with the global level of self-confidence associated with overall performance expectancies in sport

# Models

- **Bandura's (1977) self-efficacy theory**
- Vealey's (1986, 1998, 2001) models of sport confidence

# Key knowledge...

- One of the most consistent findings in the peak performance literature is the significant correlation between self-confidence and successful sporting performance (Feltz, 2007)
- In sport, self-confidence is one of the most frequently cited psychological factors thought to affect athletic achievements.

# Self-efficacy

Self-efficacy theory, developed within the framework of a social cognitive theory (Bandura, 1986).

Poses self-efficacy as a common cognitive mechanism for mediating people's motivation and behavior.

Self-efficacy is defined as "...beliefs in one's capabilities to organize and execute the courses of action required to produce given attainments" (Bandura, 1997)

Self-confidence



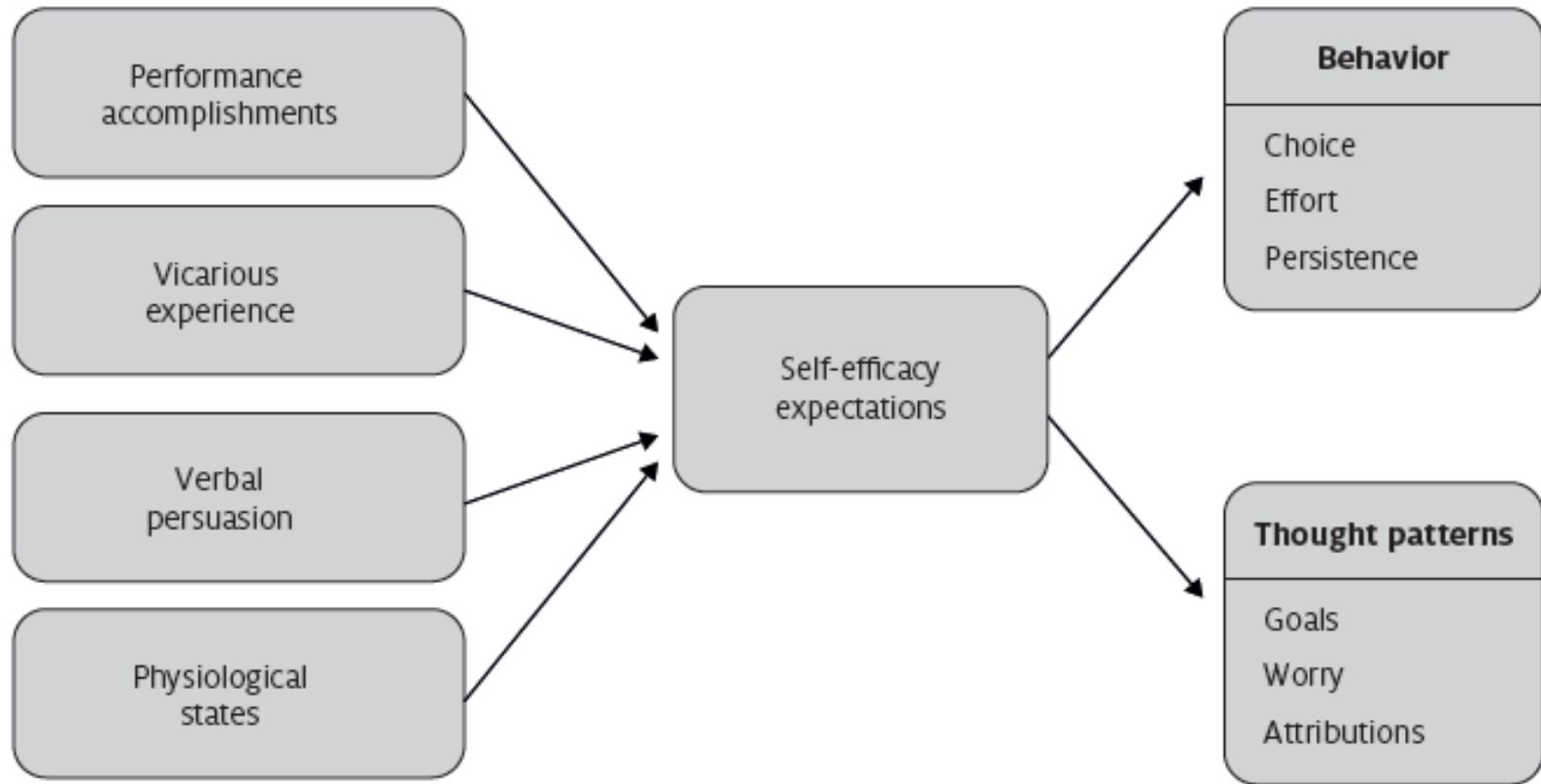
A generic belief that one can succeed. An attitude (e.g., this athlete is self-confident)

Self-efficacy



A situational specific form of self-confidence. The perception of an ability to perform a particular sporting task (e.g., I will win this shot)





**Figure 27.1** Relationship between sources of efficacy information, efficacy judgments, and consequences.

# Bandura's model

Self-efficacy (and subsequently performance) can be enhanced through:

Performance

Efficacy Expectation

Emotional Arousal/Physiological

Vicarious Experiences

Verbal Persuasion

Previous Accomplishments

if arousal is too high this could lead to **state anxiety** - A-state this could lead to **low self-efficacy** **mental rehearsal / physical relaxation** could lead to greater **confidence** and a **calmer** approach

consist of what has been **observed** in **others** performing a **similar skill** example : observing another player in your team dribbling a soccer ball, if the model is of **similar** age / ability and is **successful**

**encouragement** can lead to greater self-efficacy if the person giving encouragement is of **high status** compared with the performer

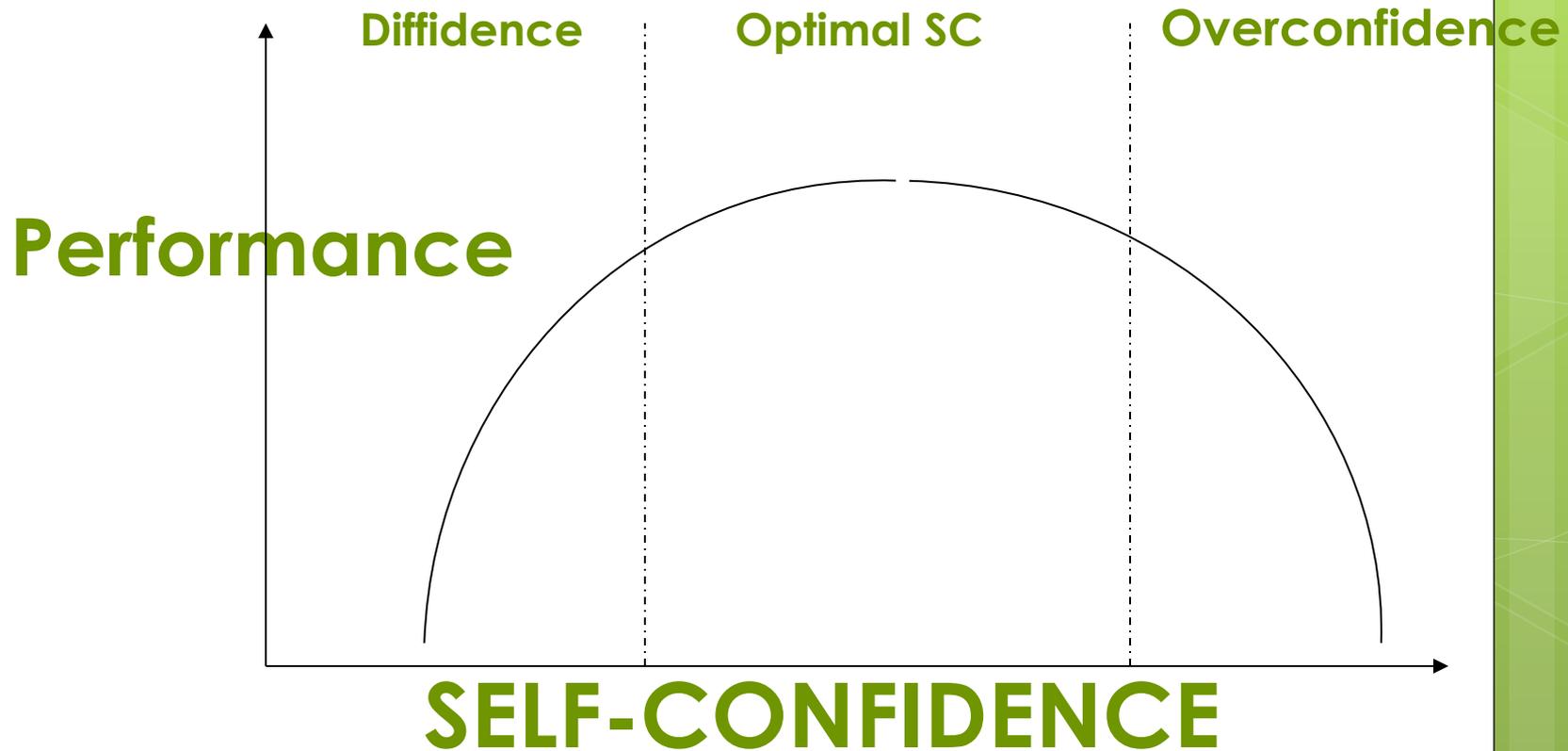
consist of **past experiences** example : previously performed skill at dribbling a soccer ball if this is **successful** then this leads to **greater** self-efficacy at this **particular task** in the **future**

then this may lead to **greater** self-efficacy

# Confidence and performance

- Mahoney & Avener (1976) 1976 Olympic qualifiers were more confident than non-qualifiers.
- Feltz' (1988) review found moderate to strong relationships between confidence and performance (i.e., mean  $r = .54$ ).
- Research finds a reciprocal relationship between self-confidence and performance.

# Confidence and performance



# SELF-CONFIDENCE

## Confidence

- **arouses** positive **emotions**
- **allows the athlete to**
  - remain calm
  - **under pressure**
- **facilitates** concentration
- **enables** focus **on the**  
**important aspects of a task**
- **enables the setting of**  
challenging **but** realistic goals
- **increases** effort
- **affects game strategies**
  - **a confident player** plays to win **even if i**  
**means taking** risks
- **affects psychological momentum**
  - **a confident athlete take each point or p**  
**at a time**
  - **and** never gives up
  - **even when defeat is imminent**

Self-confidence is not innate!

it is developed...

it is nurtured...

...refers to a person's very private  
achievement expectations

*(Vealey, 1998)*

# Thinking with confidence...

- ... It is not the mountain we conquer but ourselves

*Sir Edmund  
Hillary*

- Reflecting on his 1953 ascent of Mount Everest

Watch video...Baggio's walk...

# ...starting a race with confidence...

- I had a good feeling this morning because I liked the setting of the course and I believed in my chances of reaching a top-3 spot

*Christian Ghedina*



...there is no secret  
about believing in yourself...

- I have no secret. I just feel very confident, and that allows me to take all the risks I want and push all the way down the hill...

*Michael Von Greunigen*

# Becoming confident...

- We have multiple sources! (Rotella, Taylor, Vealey)
- The ultimate goal of confidence:

**A strong belief in one's ability to execute**

...Developing confidence was what finally enabled me to win an Olympic gold medal...

*Jean-Claude Killy*

# Assessment of confidence...Let's see how confident you are... (McCann et al., 2006)

## How Am I Doing? Rate Your Own Self-Confidence

Read each question and think about your confidence as you generally perform in your area of expertise (e.g., sport, business, music, drama, art, etc.) For each question, check if you feel you have too little, too much, or just the right amount of confidence.

How confident are you in terms of:

	Under Confident	Over Confident	just right confident
Your ability to execute the skills your area of expertise	-----	-----	-----
Your ability to make critical decisions under stress	-----	-----	-----

Your ability to concentrate	_____	_____	_____
Your ability to perform under pressure	_____	_____	_____
Your ability to overcome mistakes	_____	_____	_____
Your ability to put forth the effort to succeed	_____	_____	_____
Your ability to control your emotions	_____	_____	_____
Your preparation to perform	_____	_____	_____
Your ability to relate to your boss/teacher/coach	_____	_____	_____
Your ability to hang in there when not performing well	_____	_____	_____

To obtain your total score, add up the checks in each column. Give yourself a zero for under or over confident and a 1 for confident just right.

**TOTAL:** \_\_\_\_\_

*If your "confident" score added up to:*

- 8-10:** Great! You have a good sense of self-confidence in a variety of situations in your area of expertise.
- 4-7:** You should pay attention to tendencies in your confidence levels—are they more typically high or low? Is there a pattern in terms of when you feel one way versus another? Read on to find ways to develop your confidence more consistently.
- 0-3:** You need to work on developing self-confidence. Read on for ways to do this.

# Measuring Self-efficacy

## ENHANCING PERFORMANCE

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Times:	Rating of certainty	
	Complete uncertainty	Complete certainty
15 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
30 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
45 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
60 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
1 minute, 15 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
1 minute, 30 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
1 minute, 45 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
2 minutes	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
2 minutes, 15 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	
2 minutes, 30 seconds	0 ..... 1 ..... 2 ..... 3 ..... 4 ..... 5 ..... 6 ..... 7 ..... 8 ..... 9 ..... 10	

**Figure 27.2** Illustration of efficacy measure for abdominal strength.

# Sport Confidence Inventories

- (a) the Trait Sport-Confidence Inventory (TSCI)
- (b) the State Sport-Confidence Inventory (SSCI), and
- (c) the Competitive Orientation Inventory (COI).
- (d) Both the TSCI and SSCI use a five-point Likert scale for respondents to compare their own self-confidence with the most self-confident athlete they know.
- (e) Competitive State Anxiety Inventory-2 (CSAI- 2) to measure self-confidence in sport situations. In the CSAI-2, self-confidence is viewed as a separate subcomponent of anxiety in addition to cognitive and perceived somatic anxiety.

- Vealey, R. (1986). Conceptualization of sport-confidence and competitive orientation: Preliminary investigation and instrument development. *J. Sport Psycho* 1, 8, 221-246.
- Martens, R., Burton, D., Vealey, R.S., Bump, L.A., & Smith, D. (1982). Cognitive and somatic dimensions of competitive anxiety. Paper presented at the annual meeting of the North American Society for the Psychology of Sport and Physical Activity. University of Maryland, College Park

Based on Bandura's and Vealey's work the most often cited sources of confidence are:

**Performance accomplishments:** Having performed a certain skill or task effectively will typically give you confidence that you can do that task well again

**Verbal Persuasion:** In the form of persuasion by others or persuasion by you

**Modeling:** By viewing someone who can perform the task well and probably has demonstrated so in the past in important situations

**Mental and Physical preparation:** Imagery, Thinking and acting confident, simulated practice, goal-setting

# Source #1:

## Preparation builds confidence

- Prepare to the max...
  - Physically
  - Technically
  - Tactically
  - Mentally
  - Equipment

***When you know that you did the work, then you can trust yourself that you can give your best effort...***

# About preparation...

- Preparation is everything to winning. It is easy to say, “I am going to win”. But I do not think about it; instead I concentrate on my training... which really determines who will make it. Then on the day of the race...I can say with confidence, “I am ready.”

Jean-Claude Killy



## Source #2:

# Mental skills reinforce confidence

- self-enhancing-talk is #1 (watch pre-game warmup)
  - Use constructive words to boost yourself
  - Learn to recognize and replace harmful thoughts
- Other mental skills to reinforce confidence :
  - managing intensity level
  - keywords to regain focus and avoid distractions
  - managing emotions to be calm under pressure

# Thought replacement

## Watch video...

- Change negative thoughts to positive thoughts

# Procedure

- *Thought Stopping* This procedure involves three steps:
- (Step 1) **Identify the Thought**. The first step in changing negative thinking is to become familiar with what you say to yourself so you can recognize it quickly
- (step 2) **Stop the Thought** – Think of a signal that will tell you to stop. For example, picture of a stop sign, imagine yourself or your coach yelling “STOP!”
- (step 3) **Thought replacement**. Therefore, after stopping the negative thoughts, you need to replace them with thoughts that are more productive.
-



- 1. Describe a situation in which you often tend to think/talk negatively to yourself.

- .....
- .....

- .....
- .....

- 2. Identify the negative statement you say to yourself

- .....
- .....

- .....
- .....

- 3. Identify words or thoughts you can use to help you **stop** the negative thought

- .....
- .....

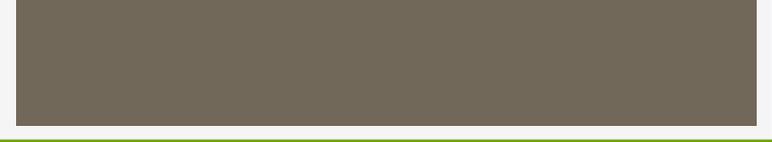
- .....
- .....

- 4. List positive, beneficial statements you can use to replace your negative, harmful thoughts. These should be meaningful to **you**.

- .....
- .....

- .....
- .....

- 5. Practice this technique while training.



# Thought replacement

<i>Self-defeating thought</i>	<i>Time, place, situation</i>	<i>Self-enhancing thought</i>
?	Goal-keeper after a scored goal	?
?	After missing a free-shot	?

# Exercise 2

- **-Exercise 2. “Paper Clip” Technique**
- Take a pocketful of paper clips and put them in your left pants pocket...in the morning...or during training.
- Each time you have a negative thought during the day or during training (it depends on the sport), take one out and put it in your right pants pocket.
- Count the number of positive and negative thoughts...

# Exercise 3

- **-Exercise 3.** *Try to recall your self-talk—* Imagine an especially good competition. Imagine it as vividly as possible, that is, what it looked like, how it felt, and what you were thinking.

## Exercise 4

- **-Exercise 5.** *Using Video and Audio –* Using video tapes and audio recordings can augment many of the above assessment procedures. For example, replaying a video of an athlete's performance can help in the recall of self-talk at specific moments...or I-phone application..

## Source #3:

# Adversity Ingrains Confidence

- Confidence really matters when things don't go our way...
- Get out of your comfort zone and still have faith in yourself...
  - Ski in bad weather
  - Ski in poor snow conditions
  - Ski in scary slopes; on those you have failed before!

# Confidence and adversity!

- It was a fast course and the visibility was not so good for most of the skiers. I have no problem with this — in fact I like it when you have to ski with much instinct...."

*Hermann Maier*



## Source #4:

# Success boosts confidence

- Success strengthens an athlete's confidence
- Then confidence helps him deal with setbacks
  
- After every practice, give yourself a pat on the back for your effort ...  
... or simply because you were successful in completing this day's practice!

# What can hurt confidence?

- **Failure** -- they become apprehensive and cautious of their skiing.
- **Poor results** -- they question their ability to ski fast and then avoid future risks and skiing all out.
- **Expectations** -- they add pressure, they bring on nervousness so the body stiffens
- **Lack of experience or skills** -- cannot evaluate performance appropriately which oftentimes leads to frustration

# From failure to success

- What is failure?
- Define success and failure.
  - Redefine success and failure.
  - Place them on a continuum and decide what is acceptable

Failure

SUCCESS

- What is the worst that can happen? Prepare for “If ..., then ...”
- Failing to perform at 1 event is not failure!
- You can only control effort and attitude!
- Failure is inevitable

# How can one still believe when for a long time nothing goes well?

- If you take failure out of your vocabulary, then you cannot fail
- In all that happens to us we have choices
- How do we perceive the situation?
  - Is it a challenge or a threat?
- Interpretation is key
  - Separate self-worth from athletic skills
  - Made mistakes become part of one's success line

# Redefining FAILURE (Vealey)

- F**⇒ **Forget** about past mistakes/failures.  
Don't dwell on them.
- A**⇒ **Anticipate** failure.  
Realize that you are going to make mistakes.
- I**⇒ **Intensity** should be in everything you do.  
Never fail for lack of effort.
- L**⇒ **Learn** from mistakes. Don't repeat previous errors.
- U**⇒ **Understand** why you failed so you won't repeat it again.
- R**⇒ **Respond** don't react to errors.  
Correct, don't magnify them.
- E**⇒ **Evaluate your self-concept**. Accept poor performances as a short term consequence of risking to reach your best. Honor yourself as someone who is not afraid to be uncomfortable in the pursuit of excellence.

# There is always a choice ahead

...we are born with a free mind

...the free mind entitles us to free thinking

...free thinking entitles us to choices

***If you cannot believe  
then choose to have faith in you!***

# Confidence is for here and now!

*Thinking with confidence, with a degree of certainty in your abilities has nothing to do with what you did yesterday, how you skied yesterday, or at the last 5 races. You think positive in the present for what comes ahead of you and not what is already behind you. Even if you had a bad race today you may still think with confidence in your abilities for tomorrow!*

# Watch this video

- Improve confidence through body language

# Dealing with poor results

1. Is it worth worrying about it too much? Will that change anything?
  2. Can this one poor performance/loss impact my future life and tennis dreams?  
If so, then what can I do to alter this?
- Give clear and precise answers!
    - yes, no, without but's, if's, or should's...

# Review the 5 sources of confidence...

1. Being well prepared
2. Having strong mental skills
3. Feeling comfortable with adversity
4. Past successes
5. The environment of the athlete
  - support system (coaches, family, friends, teammates)
  - feeling comfortable within the ski environment
  - having good skis and trusting they are well prepared
  - home-course advantage

# Discuss in small groups... 😊

- ❖ Some folks believe that you either have confidence or do have confidence... being low in confidence doesn't mean a thing...
- ❖ Is there such a thing as over confidence and how does it work?
- ❖ What is the relationship between confidence and cockiness?
- ❖ What would you answer to an athlete who tells you: "Nothing really goes well in my life, how can I believe in myself?"



If my mind can  
conceive it,  
and my heart  
can believe it, I  
know I can  
achieve it.

*Jesse Jackson*

Task 1 Key question...for next  
time  
write 1 paragraph

- Do you become confident by succeeding or do you succeed from being confident?

# Task 2 for next time...

## Exercise your confidence knowledge...???

Kingston, K., Lane, A., & Thomas, O (2010). A Temporal Examination of Elite Performers Sources of Sport-Confidence. *The Sport Psychologist*, 18, 313-332

- *Find it and read it*
- *Write 1 paragraph on what you learned about how elite athletes' confidence changes across time or gender (10 lines max)*



- *The whole thing is never to get negative about yourself. Sure, it's possible that the other guy you're playing is tough, and that he may have beaten you the last time you played, and okay, maybe you haven't been playing all that well yourself. But the minute you start thinking about these things you're dead. I go out to every match convinced that I'm going to win. That is all there is to it.*

Jimmy Connors, Former Professional Tennis Player

Thank you

- Questions,  
Comments,  
Problems,  
Objections?

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