



# The Reiss Motivation Profile in Sports

# What makes it unique

- The Reiss Motivation Profile is being used extensively in Central Europe with both professional and Olympic teams
- Only standardized assessment of what motivates an individual athlete
- The questionnaire is completed online in less than 15 minutes
- The results, explained in plain language (no technical jargon), reveal
  - How best to motivate an individual athlete
  - Athletic tendencies under stress
  - Attitudes toward teamwork, practice, and authority
  - Strength of competitive spirit
  - Proneness to commit penalties under stress
  - Compatibility with coaching staff
  - Tendency toward substance abuse

# How to Read the RMP



**Yellow** represents an average intensity of a life motive. Player 4017, for example, shows an average need for **acceptance**, which means he handles adversity about as well as a typical athlete.

Cells across the top represent individual players on an NCAA Division I baseball team. Each player was tested on the Reiss Motivation Profile in Sports, which assesses 15 life motives.

	4017	4018	4019	4020	4021	4022	4023	4024	4025	4026	4027	4028	4029	4030	4031	4032	4033	4034	4035	Average
Acceptance	-0.71	0.24	-1.06	0.71	0.35	-1.18	0.59	0.24	-0.12	0.71	-1.41	-0.82	0.82	-0.59	-0.82	0.35	-0.71	0.35	-0.35	-0.03
Curiosity	0.16	-0.47	1.56	0.31	0.00	-1.09	-1.41	0.63	0.16	-0.31	1.25	-1.72	0.78	1.72	-1.72	-0.78	-1.09	-0.63	-0.31	-0.06
Eating	-0.29	0.64	-0.52	0.06	-0.99	-0.06	0.64	-0.06	0.29	-0.76	1.34	-1.34	-0.41	-0.06	-0.64	0.29	-0.64	-1.22	-0.64	0.05
Family	0.41	-0.27	0.81	1.22	-0.27	1.49	1.49	0.81	0.00	-0.41	0.14	-0.41	0.95	0.95	-0.14	1.22	0.54	-0.68	-0.68	0.45
Honor	-0.09	0.21	0.06	0.06	-0.85	-0.55	0.52	0.36	0.52	-0.70	-1.45	-0.85	1.27	-1.30	-1.45	0.06	-0.70	-0.85	-0.24	-0.24
Idealism	-1.44	0.07	0.89	0.34	-0.75	-1.44	-0.48	-0.62	-1.16	-0.89	-0.07	-1.30	0.34	-0.62	-1.58	-0.07	-1.30	-0.89	-0.89	-0.54
Independence	-0.41	1.37	-1.10	-0.27	0.00	0.55	0.00	0.55	0.68	-1.23	-1.64	-1.51	-1.10	-0.96	-0.68	-0.27	0.41	-0.41	-0.14	-0.29
Order	0.77	0.55	-2.00	0.99	-0.11	-0.99	-1.43	0.44	1.87	-0.88	-1.98	0.99	0.33	-0.99	-1.10	-0.33	-0.11	-0.99	0.33	-0.04
Physical Activity	1.40	0.90	1.50	0.80	1.30	0.90	1.10	1.90	1.40	1.80	-0.20	1.40	0.90	1.40	0.90	1.50	1.10	1.00	0.50	1.31
Power	0.38	1.50	-0.50	1.13	0.63	0.88	-2.00	0.38	0.25	0.50	-1.00	1.13	0.50	1.00	0.13	0.00	0.25	0.13	-0.38	0.38
Saving	-0.71	0.82	-2.00	1.06	0.12	0.82	-0.24	-0.35	0.35	0.47	-1.06	-1.76	0.12	1.18	-1.18	0.12	-0.35	-0.47	-0.24	0.02
Social Contact	-0.04	0.76	1.16	0.76	-0.17	-0.31	-0.84	-0.84	-0.17	1.29	0.76	0.89	1.56	1.29	-0.44	-0.04	-1.11	0.49	0.89	0.35
Status	-0.29	1.44	-2.00	1.83	0.38	-1.63	-0.96	0.67	0.00	1.35	-1.06	0.48	0.29	0.96	-0.29	0.58	-0.48	0.96	-0.29	0.33
Tranquility	-1.16	1.16	-1.89	0.32	-0.84	-0.21	-1.58	-1.16	-0.11	-1.16	-1.16	-2.00	-1.16	-0.63	-0.95	-0.84	-1.05	-0.32	-0.74	-0.74
Vengeance	0.25	1.62	-1.42	1.62	1.13	1.13	1.23	0.74	0.74	0.15	-1.42	1.81	0.44	-0.64	0.25	1.13	1.72	0.15	-0.34	0.50

**Green** represents a high intensity for a life motive. Player 4017, for example, shows a strong need for **physical activity**, which means he has significantly greater motivation than a typical athlete for fitness, strength, and endurance training.

**Red** represents a low intensity for a life motive. Player 4017, for example, shows a weak need for **tranquility**, which means he is a fearless player who should perform well under stress.

An individual player's life motives can be analyzed by reading down the columns under that player. Player 4032, for example, shows strong needs for **family**, **physical activity**, and **vengeance** but a low need for **tranquility**. This player is motivated to be a role model for children, will train hard, and has an intense competitive spirit. He also will remain calm and focused during stressful situations.

# The Tale of 2 Players



	4017	4018	4019	4020	4021	4022	4023	4024	4025	4026	4027	4028	4029	4030	4031	4032	4033	4034	4035	Average
Acceptance	-0.71	0.24	-1.06	0.71	0.35	-1.18	0.59	0.24	-0.12	0.71	-1.41	-0.82	0.82	-0.59	-0.82	0.35	-0.71	0.35	-0.35	-0.03
Curiosity	0.16	-0.47	1.56	0.31	0.00	-1.09	-1.41	0.63	0.16	-0.31	1.25	-1.72	0.78	1.72	-1.72	-0.78	-1.09	-0.63	-0.31	-0.06
Eating	-0.29	0.64	-0.52	0.06	-0.99	-0.06	0.64	-0.06	0.29	-0.76	1.34	-1.34	-0.41	-0.06	-0.64	0.29	-0.64	-1.22	-0.64	0.05
Family	0.41	-0.27	0.81	1.22	-0.27	1.49	1.49	0.81	0.00	-0.41	0.14	-0.41	0.95	0.95	-0.14	1.22	0.54	-0.68	-0.68	0.45
Honor	-0.09	0.21	0.06	0.06	-0.85	-0.55	0.52	0.36	0.52	-0.70	-1.45	-0.85	1.27	-1.30	-1.45	0.06	-0.70	-0.85	-0.24	-0.24
Idealism	-1.44	0.07	0.89	0.34	-0.75	-1.44	-0.48	-0.62	-1.16	-0.89	-0.07	-1.30	0.34	-0.62	-1.58	-0.07	-1.30	-0.89	-0.89	-0.54
Independence	-0.41	1.37	-1.10	-0.27	0.00	0.55	0.00	0.55	0.68	-1.23	-1.64	-1.51	-1.10	-0.96	-0.68	-0.27	0.41	-0.41	-0.14	-0.29
Order	0.77	0.55	-2.00	0.99	-0.11	-0.99	-1.43	0.44	1.87	-0.88	-1.98	0.99	0.33	-0.99	-1.10	-0.33	-0.11	-0.99	0.33	-0.04
Physical Activity	1.40	0.90	1.50	0.80	1.30	0.90	1.10	1.90	1.40	1.80	-0.20	1.40	0.90	1.40	0.90	1.50	1.10	1.00	0.50	1.31
Power	0.38	1.50	-0.50	1.13	0.63	0.88	-2.00	0.38	0.25	0.50	-1.00	1.13	0.50	1.00	0.13	0.00	0.25	0.13	-0.38	0.38
Saving	-0.71	0.82	-2.00	1.06	0.12	0.82	-0.24	-0.35	0.35	0.47	-1.06	-1.76	0.12	1.18	-1.18	0.12	-0.35	-0.47	-0.24	0.02
Social Contact	-0.04	0.76	1.16	0.76	-0.17	-0.31	-0.84	-0.84	-0.17	1.29	0.76	0.89	1.56	1.29	-0.44	-0.04	-1.11	0.49	0.89	0.35
Status	-0.29	1.44	-2.00	1.83	0.38	-1.63	-0.96	0.67	0.00	1.35	-1.06	0.48	0.29	0.96	-0.29	0.58	-0.48	0.96	-0.29	0.33
Tranquility	-1.16	1.16	-1.89	0.32	-0.84	-0.21	-1.58	-1.16	-0.11	-1.16	-1.16	-2.00	-1.16	-0.63	-0.95	-0.84	-1.05	-0.32	-0.74	-0.74
Vengeance	0.25	1.62	-1.42	1.62	1.13	1.13	1.23	0.74	0.74	0.15	-1.42	1.81	0.44	-0.64	0.25	1.13	1.72	0.15	-0.34	0.50

## Player 4020

His high needs for **physical activity** (fitness), **power** (achievement), and **vengeance** (winning) are important for an athlete. His strong need for **order** (structure) probably means the player will work hard during practices because he is motivated to be prepared, but he may be slow to adapt to changing game conditions. From a coach's perspective, there would be some concern about the player's high need for **status** (social standing) - this player may not be motivated to perform against what he perceives to be an inferior opponent.

## Player 4027

His greatest strengths are his apparent self-confidence (low need for **acceptance**), team-orientation (low need for **independence**), and lack of fearfulness (low need for **tranquility**). However, he may dislike executing precision drills (weak need for **order**) and may be prone to commit penalties (weak need for **honor**). Perhaps the most troubling issues are the player's laid-back personality (low need for **power**) and lack of competitive fire (low need for **vengeance**). This player is not motivated to lead or to win.

# The Team



The team's general tendencies can be analyzed by reading the column of averages. The higher the number, the stronger the team's overall need for a life motive. The lower the number, the weaker the team's overall need for a life motive. This team is motivated primarily by physical activity and should perform well under stress. The players generally are not motivated by achievement goals, and they are only mildly motivated by competition. Given the team's overall high need for family and overall low need for honor, the coach's motivational talks should give emphasis to the players as role models for children and should not portray the challenge of competition as a test of character.

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Curiosity	0.16	-0.47	1.56	0.31	0.00	-1.09	-1.41	0.63	0.16	-0.31	1.25	-1.72	0.78	1.72	-1.72	-0.78	-1.09	-0.63	-0.31	-0.06
Eating	-0.29	0.64	-0.52	0.06	-0.99	-0.06	0.64	-0.06	0.29	-0.76	1.34	-1.34	-0.41	-0.06	-0.64	0.29	-0.64	-1.22	-0.64	0.05
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Independence	-0.41	1.37	-1.10	-0.27	0.00	0.55	0.00	0.55	0.68	-1.23	-1.64	-1.51	-1.10	-0.96	-0.68	-0.27	0.41	-0.41	-0.14	-0.29
Order	0.77	0.55	-2.00	0.99	-0.11	-0.99	-1.43	0.44	1.87	-0.88	-1.98	0.99	0.33	-0.99	-1.10	-0.33	-0.11	-0.99	0.33	-0.04
Physical Activity	1.40	0.90	1.50	0.80	1.30	0.90	1.10	1.90	1.40	1.80	-0.20	1.40	0.90	1.40	0.90	1.50	1.10	1.00	0.50	1.31
Power	0.38	1.50	-0.50	1.13	0.63	0.88	-2.00	0.38	0.25	0.50	-1.00	1.13	0.50	1.00	0.13	0.00	0.25	0.13	-0.38	0.38
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Vengeance	0.25	1.62	-1.42	1.62	1.13	1.13	1.23	0.74	0.74	0.15	-1.42	1.81	0.44	-0.64	0.25	1.13	1.72	0.15	-0.34	0.50

# Champions Using the RMP



Matthias Steiner, “The World’s Strongest Man,” used the Reiss Motivation Profile to help him train for Olympic Gold in Beijing.



Germany coach Heiner Brand is pictured with some of his players after winning the World Handball Championship in 2007 before a TV audience of more than 20 million viewers. The players wore motivational wristbands based on the results of their individual and the team’s Reiss Motivation Profiles.