CHAPTER 12

Increasing Awareness for Sport Performance

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The end of the soccer game results in a critical penalty kick. Both teams have played hard and well and now it gets down to one player shooting the shot that determines the outcome. All too often, the coach's instruction is "just relax" or "Concentrate," and frequently this results in even more perceived pressure by the athlete, because now the coach knows she is not relaxed or focused.

The underlying basis of psychological interventions for performance enhancement involves teaching athletes the importance of the recognition, or awareness, of the need to do something to gain control. Athletes will not be aware of the need to gain control unless they first identify their own ideal performance state (see Chapter 11) and can contrast that state with the present one. Thus, awareness is the first step to gaining control of any pressure situation. The athlete must "Check in" and determine if his or her arousal level, emotional state, thought processes, and focus are where they need to be and, if not, adjust them to give the best opportunity for success. For example, the athlete must be aware of too low or too high arousal level and adjust it as needed to reach the optimal arousal level for performance. Then the athlete must attend to the appropriate focal points that will fine-tune or lock in his or her concentration. For example, a softball player will only get two or three great pitches to hit in a game. The player must be fully focused on each pitch so that when the appropriate pitch comes she is ready to make solid contact. The lack of awareness demonstrated by many athletes is often a by-product of the sport socialization process, whereby the athlete is encouraged to follow orders and not to question the coach's authority. More and more, coaches are beginning to take a less dogmatic approach because they realize that dependence often results from a strictly authoritarian coaching style.

Furthermore, lack of awareness in athletes is almost always the result of excessive concern with achieving the end result. For example, the baseball player in the pressure situation focuses on the end result of getting a hit. Awareness and control are part of the process of skill execution—specifically, execution in the present moment. The anxiety lies in the end result. Thus, the field-goal kicker in football must focus on the key components of kicking such as wind, ground conditions, the opponents' alignment, getting proper distance, and his target. At this point the athlete is totally focused on the task at hand and is ready to react spontaneously to the situation with controlled intensity. This type of appropriate focus of attention is essential to maximize performance.
The athlete's challenge is to focus on basic skills even when the athlete's pulse rate may increase significantly. The situation can be perceived as speeded-up or out-of-the-usual perspective because of the perceived threat of the situation. This chapter does not suggest a multitude of performance changes; instead, it suggests that athletes be encouraged to become aware of their own ideal performance state and routine behaviors they are already using to achieve this state. Many of the techniques we talk about in sport psychology are performed instinctively by the athlete. Awareness of these instinctive routines provides athletes with something to focus on to regain control. Sport psychology consultants have contributed to enhancing performance by providing a structure or consistent framework for the various mental skills athletes have often developed and practiced haphazardly.

This structure clarifies for athletes the fact that there is a relationship between various things that they do to maximize performance. When they can begin to understand that the imagery skills that are used for pregame preparation can also be used for concentration and relaxation training (as well as for academic studies), they have a better sense of control. Control is the key issue because an athlete's anxiety level tends to decrease with a feeling of control.

The purpose of this chapter is to discuss the importance of awareness in reaching peak performance in sport. Awareness will be presented as the first essential step in goal setting and self-regulation as it relates to skill development and the management of performance stress and other psychological factors. The final section will discuss specific methods athletes can use to develop heightened awareness.

The Importance of Awareness in Athletics

Peak performance is about compensating and adjusting. An athlete is not in the flow state most of the performance. I have found athletes to be in the "zone" 10-20% of the time. So, why is the athlete so concerned with feeling just right and surprised when they aren't? Lou Pinella, a veteran professional baseball manager, claimed, "A player must learn to feel comfortable being uncomfortable." "So what, deal with it" is what I tell athletes. But this is only after they have practiced dealing with adversity in practice and recognizing that they have "something to go to" (mental skills) to get them refocused. But, in order to compensate and adjust, one must first be aware that they are not where they need to be. As the athlete works on this ability to deal with adversity in practice, it only increases his and her confidence in knowing they don't have to feel great to perform well. For example, in one of the most high-performance fields, astronaut training, they do not just have positive thoughts and use positive imagery. They practice dealing with adversity in the simulator so that, when adversity occurs, they are prepared to deal with it with confidence and focus.

Every sport requires athletes to execute basic skills. Athletes must stand alone and accept responsibility for their performance. During the off-season, individual responsibility is an even more crucial aspect since it is then that athletes must put in hours of isolated, rigorous training and self-coaching to develop and refine essential skills. Athletes must perform the skills, reflect on the feedback gained from the performance, make corrections and refinements, and then make the skills feel natural through a multitude of repetitions and refinements.

Athletes must recognize their strengths and weaknesses so that they can maximize their strengths and correct their weaknesses. Goal setting can be used to facilitate performance enhancement. At first, athletes want to be told what their goals should be, but it is essential that they make the major contribution to establishing individual goals. This requires athletes to reflect on and evaluate past performance. The coach gains a great deal of insight about the athletes' awareness on the basis of this evaluation of perceived strengths and weaknesses. The goals should be performance goals, such as "I will be more consistent at the foul line by shooting 50% a day with the goal of hitting over 60% by the end of two weeks and 65% after one month." This is different from an outcome goal, such as "I want to improve my foul
shooting.” The goals should be as specific as possible and of various durations: short-term, intermediate, and long-range. (See Chapter 13 for additional guidelines for goal setting and strategies for achieving goals.)

A good way for a player to develop more of an awareness in this area is to have the player write a scouting report on his or her self. What is the opponent saying about them? Also, have them write about what they would like the opponent to say about them. Julie Willough, Loyola Marymount’s women’s basketball coach, uses this technique to help the players obtain a better grasp of their awareness of where they need to direct their attention. Another practical way to remind players to have a mission for practice is to have them establish a routine. For example, when you put on your shoes, set two goals for today’s practice or game, and when you take your shoes off, evaluate how you did. The athlete took 2 hours out of her life; what did she learn to get better? The reality is that each day we take a step toward our goal, or remain the same, or take a step back. Always remember, failure can be a step forward if you learn from it. Failure is positive feedback if you are aware of it and use the information to get better (Hanson & Ravizza, 1995).

Goal setting requires awareness because the athlete first sets the goals, then strives to reach them, then proceeds to evaluate the performance feedback, and finally, adjusts the goals appropriately (Harris & Harris, 1984; McClements & Botterill, 1979).

**Awareness as It Relates to Skill Development**

Athletes must learn the difference between merely performing skills and experiencing skills. For example, try this exercise. Raise your right arm over your head five times—one...two...three...four...five—and halt. Now deeply inhale as you slowly raise your right arm over your head. Breathe slowly and steadily as you feel the movement, experience the muscles involved, feel the gentle stretch through the different muscles, feel that extension all through the arm, and now slowly let the arm down.

The difference between just going through the motions and really experiencing the skills hinges on the awareness involved. Feldenkrais (1972), a movement specialist, offers the following analogy:

A man without awareness is like a carriage whose passengers are the desires, with the muscles for horses, while the carriage itself is the skeleton. Awareness is the sleeping coachman. As long as the coachman remains asleep the carriage will be dragged aimlessly here and there. Each passenger seeks a different destination and the horses pull different ways. But when the coachman is wide awake and holds the reins the horses will pull and bring every passenger to his proper destination. (p. 54)

Like the coachman, athletes must gain control of muscles, emotions, and thoughts and integrate them into a smooth performance. When athletes are aware and focused on the sport experience, they exert more control over the situation. They recognize sooner when their balance is off, when too much tension is present in certain muscle groups, or when thoughts have become self-defeating. Aware athletes are more attuned to subtle fluctuations in the flow of the contest and can adjust that much sooner. Aware athletes can conserve vital energy by exerting no more than the needed intensity.

**Learning the Basics**

Awareness requires that athletes totally focus their attention on the task. This ability must be developed in practice. Coaches want their athletes to be intense and totally involved in practice because this aids in creating quality practice time. Many coaches also realize the importance of mental training for performance, but the challenge is to find time for it. For this reason, it is important to incorporate awareness training with the physical skills that are already being performed in practice. For example, coaches and sport psychology consultants should encourage athletes to develop concentration as they stretch before practice by feeling the stretch and breathing into it. This type
of stretching develops concentration in that the athletes are tuned in to their body as they stretch.

With the 1984 U.S. Olympic women's field hockey team we established a set warm-up procedure for practice to aid the athletes in mentally and physically preparing for practice. The players began by stretching, then hit the ball back and forth to work out any kinks, and finally executed focused hitting. Focused hitting involves hitting the ball to exact locations—for example, to the receiver's right, middle, and left. This sequence is followed for 5 minutes. These are basic field hockey skills, but there is a difference when they are done with awareness. If the player's attention is on other aspects of the game, such as a party coming up or an argument with a friend, consistency in the focused hitting drill will be impossible.

This type of drill has two major advantages for the coach. First, visible objective performance demonstrates whether or not the athlete is concentrating. More important, awareness training is incorporated into the practice of basic skills. As a result, additional practice time is not required for mental training. This sophisticated approach to basic skills allows coaches to make the most of practice time by integrating mental or awareness skills training with basic fundamentals.

During one practice the Cal State Fullerton baseball team engaged in a focused bat and catch drill for 90 minutes because they had not been hitting exact locations consistently. This emphasis on basics was crucial because the players realized the coach was serious about executing the basics. The difference between performing the basics and focusing on the basics lies in the players' awareness. Athletes must learn to concentrate when the pressure is on, and the focal points for concentration become the task-relevant cues. Augie Garrido, Cal State Fullerton's baseball coach, gives the following example:

We are really working on having the players clear their minds. Yesterday one player was given a bunt signal and he proceeded to pop out. His next time at the plate he was in a bunting situation and tried to bunt but missed. So I called him over and said, "You've tried two times and failed, and you are about to fail again because you still have the other two times on your mind. Give yourself the best chance to be successful by seeing the ball and bunting the ball. You can do that. Stay right with the ingredients of bunting. You've done it a hundred times, but you have to get the other times off your mind." The player proceeded to lay down a perfect bunt. (1982)

When athletes practice physical skills and mental skills together, their confidence increases because they are ready and experienced in the subtle skill of concentration.

The days of doing sport psychology on Wednesdays from 12 to 1 must be replaced by doing it during practice as an intricate component of quality practice. This necessitates that coach integrates it into his or her skill development. It is my belief that mental skills can be developed like physical skills, but they must be practiced, and awareness is the way of obtaining that quality of performance.

The All-or-None Syndrome
Awareness develops in the process of participating in sport, and this is where athletes experience self-control. Gymnasts learning new moves cannot expect to master them immediately. A series of progressions must be worked through. Often, in the midst of this process, gymnasts feel they have either hit the move or missed. If they hit it, they are delighted, but if they miss, frustration begins to set in. The challenge is to maintain motivation throughout the hours of practice.

At Cal State Fullerton, we have established gradations of execution for the gymnasts to evaluate their skill development. For example, even if a move is "missed," certain aspects of the movement were probably successful, and it is important that they be identified. Similarly, in baseball a pitcher is told that he needs to raise his arm on a fastball release. The number 5 is given for the ideal release distance, and a 1 is given for a side-arm release. After each pitch the player is asked to assign a numerical value from 1 to 5 to the arm location. It is essential that the athlete reflect on the position of his arm because this requires awareness. The coach can then give an evaluation from 1 to 5. This aids the athlete in beginning to adjust his awareness to what the proper position
feels like (based on a principle from Gallwey, 1974). If a video recorder is available, the performance feedback is even more specific.

When athletes gain more awareness, they can make more accurate adjustments in their performance. This ability to refine the subtle intricacies of performance is a critical skill as athletes reach for maximum performance. In addition to improving self-control, the athletes experience a feeling of growing success. Even though the outcome is not perfect, players develop a more positive attitude about the skill and will keep their motivation level where it needs to be.

Playing the Edge of Peak Performance

To reach their full sport potential, athletes must learn to play the performance edge. For example, they must learn to control that delicate balance between power and grace. Every sport has components that must be balanced appropriately to maximize performance. This type of control necessitates that athletes be aware. They must monitor their performance to recognize when it is at its peak. In athletic training and conditioning, there are many times when athletes push too hard or do not push hard enough. At such times the athletes need to relate to their movement experience with the precision of a surgeon so that they can make needed adjustments. For example, runners constantly monitor their body for subtle messages so that they can make adjustments to reach that edge of peak performance.

One awareness technique I use with runners is the blindfold run. A blindfolded runner and a partner run a specified distance together, with the partner providing physical support and removing any dangers. The blindfold alters the runner's perspective, as the runner is now totally focused on the present moment. Usual thoughts and distractions are suspended by the new perspective. After about 5 minutes into the run, the athlete experiences running in a more aware fashion.

Coaches and sport psychology consultants are encouraged to discuss with their athletes this idea of playing the edge so that each athlete can begin to understand and identify where that edge is for Figure 12-1him or her. Figure 12-1 and the chapter appendix suggest ways of keeping records of the mental aspects of performance.

Awareness in Managing Performance Stress

To move consistently toward peak performance, each athlete must know and be aware of his or her own experience of optimal performance. Athletes must learn to control the excitement of the sport situation so that their energy can be channeled into the performance, or to reorganize when the arousal level is too low and activate it as needed. To gain this control athletes must learn how competitive stress affects individual performance. (See Chapter 14 for more information on this topic.) The first step is to be aware of one's arousal level and then to adjust it as needed. The athlete must recognize which situations or stressors tend to negatively affect his or her performance. Knowledge of stressful areas allows for the development of a strategy to prepare and cope effectively with them. For example, playing in front of a crowd or in the presence of scouts is stressful; thus, the athlete can mentally prepare to deal with the situation to avoid surprise. The athlete has time to get support from teammates and the coaching staff and also to develop his or her own strategy.

Once the athlete understands the stressors, the next step is to be aware of the way that stress is experienced, because the manifestations of stress vary greatly among individuals. For example, "As the pressure mounts, my shoulders and neck tighten, my thoughts jump around, and I tend to get jittery." Changes in breathing are another bodily cue that often signal too much stress. Athletes should be trained to become sensitive to how their breathing responds to stress. For example, do they start to breathe more rapidly and shallowly? Do they hold their breath? Do they have difficulty breathing? These manifestations of stress may be perceived as problems, but they can be used as signals to provide feedback to the athlete as to whether the arousal level is appropriate. The athlete gains this personal knowledge by reflecting on previous performances and essentially using sport experiences like a biofeedback machine.
PERFORMANCE FEEDBACK SHEET

Name _____________________________
Opponent _________________________

1. What were your stressors for today’s game?

2. How did you experience the stress (thoughts, actions, body)?

3. How was your level of arousal for today’s game? What were your feelings at these various points?
   a. Bus ride to game: ________ 0 ________ 5 ________ 10
   b. Warm-up on field, court, etc. ________ Too Low Perfect Too High
   c. Just before the game: ________
   d. During the game: ________

4. What techniques did you use to manage the stress and how effective were you in controlling it?

5. How was your self-talk? (Describe.)

6. What did you learn from today’s game that will help you in your next game?

7. What mental training techniques were most effective for you?

8. Briefly describe one play or segment of the game that you enjoyed.

9. How would you rate your play? ________
   0 ________ 5 ________ 10

10. Briefly describe how you felt about today’s game. Terrible OK Great

11. Anything you want to say?

Figure 12-1 Sample performance feedback sheet
To help athletes understand the concept of self-monitoring as a way to increase awareness, the coach or sport psychologist can use the analogy of a traffic signal light (Ravizza & Hanson, 1994). Sport performance is similar to driving a car. Most of the time that we are driving, we are not thinking about the mechanics or technical aspects of driving. When we come to a signal light, we must be aware of the light, or check in, if it is green, we continue. Similarly, when athletes are playing well, there is no need to think about it, but they must check in for that split second. When we are driving and the light is yellow, we have to observe the intersection in more detail to determine whether it is safe to continue as well as check our rearview mirror for a police officer. When the light is red, we must stop.

Using this analogy, the athlete must be aware of his or her signal lights and recognize the impact they have on his or her arousal level, self-talk, breathing patterns, and ability to focus. Thus, if the athlete can be aware of when he or she is shifting from a green light to a yellow light, and it is recognized early, it can be turned around more easily. When the signal light is not recognized until it is red, it is much more difficult to get it turned around. So the first use of the signal lights is to serve as an indicator of the way the athlete experiences the situation.

The second use of the signal lights is to help the athlete in preparing for consistent performance by monitoring the potential stressors that he or she may confront. For example, the field conditions may be a yellow light; the officials may be a red light; the opponent may be a red light. By acknowledging these signals, the athlete can develop contingency plans to cope effectively with them. This is part of solid mental preparation, as the athlete will be confident in handling them.

The most useful part of the signal light analogy is that it provides a vocabulary to address the awareness aspects of performance. Also, there are many times for athletes when the lights are green; then there is minimal awareness, and they are just playing the game when they are not in that ideal state. The traffic light analogy is useful as a symbol for how the athlete is experiencing the situation as well as the potential stressors that must be confronted in the competition.

And it is this signal light analogy that provides a method to give the athlete a symbol and vocabulary to discuss his or her awareness level. With young athletes, this is an effective tool to have them learn to "check in" and make the needed adjustments. For example, a young tennis player is working on his serve when the results don’t happen, he works harder and faster and often his performance gets worse and his frustration rises. At this point, one has to remember the goal is to work on “quality” serves, not the quantity, or what I call “aerobic serving.”

The athlete’s consistent focus on his or her thoughts and feelings and use of appropriate interventions allows the athlete to maintain an optimal performance state. Interventions may include relaxation and activation techniques, concentration methods, thought control, and basic breathing techniques. (See Chapters 15–19 for specific techniques.) There are also times when the athlete must recognize that it is time just to flow with the experience and let it happen (Ravizza, 1984; Ravizza & Osborne, 1991). Once again, the sport journal described in the chapter appendix helps the athlete develop this awareness because it provides a mechanism for recording, evaluating sport performance, and processing the information learned from the act of participation.

**Techniques for Developing Awareness**

There are many techniques to increase awareness. One valuable technique is keeping a sport journal. The sport journal provides a structured method to reflect on sport performances and to capitalize on the wealth of experiential knowledge gained from the performance. The journal guidelines in the appendix ask questions about stressors, manifestations of stress, and feelings associated with performance, concentration, and skill execution. After teams play a game, they can discuss what the members have learned so that, with the coach, they can establish new goals or modify earlier ones.
Following selected performances, coaches can give players feedback sheets similar to the one shown in Figure 12-1 so that they can process the subjective information gained from each contest. This procedure helps the players systematically learn from the experience and bring closure to their performance so that they can begin to focus on the next performance. This is particularly helpful in tournament play when the athletes have to perform many times during a short period, because it is critical to bring closure, or let go of one performance before beginning another.

With the athletes’ permission, coaches and sport psychologists can read these journals and feedback sheets, using the information as a foundation for better understanding the athlete and what behavior or intervention might best facilitate performance and personal growth. Writing feelings in a journal or on a feedback sheet is often perceived by athletes as less threatening than verbal discussions. Such writing often forgives an understanding that promotes discussion. (In some cases coaches have also worked with English teachers to capitalize on the athletes’ interest in writing about the experiential aspects of sport performance to develop English writing skills.)

Some coaches and sport psychologists have helped athletes glean information regarding ideal psychological states for peak performance by having them fill out psychological questionnaires just before beginning performance. Ideally, this should be done prior to a number of competitions, enabling a comparison between performance and scores on the questionnaires. The intention is to find what psychological state(s) typically occurred when athletes performed at their best. The Competitive State Anxiety Inventory-2 (CSAI-2) (Martens, Vealey, & Burton, 1990) is one example of an appropriate questionnaire for this purpose. The CSAI-2 assesses the athlete’s current cognitive anxiety, somatic anxiety, and self-confidence. We know from the research discussed in Chapter 11 that each of these psychological states may be relevant to performance. See some of the questionnaires discussed in other chapters for additional examples of potentially appropriate instruments. It should be noted that not all sport psychology consultants find these questionnaires useful. It is critical that the consultant discuss the results with the athlete to determine whether the information obtained is accurate for that athlete.

Monitoring relevant physiological systems is another tool for gaining awareness regarding ideal performance states. Purportedly, Eastern European sport psychologists frequently use this procedure when working with elite athletes. Heart rate, blood pressure, brain waves, muscle tension, galvanic skin response, and catecholamine levels are all examples of types of physiological monitoring that might be appropriate for identifying an athlete’s psychological state and its relationship to performance. Research and interventions in this area are still in their infancy in North America. Work by Landers and his students provides one example of what the future might hold when sophisticated technology is more common (Landers et al., 1991; Salazar et al., 1990). Even without sophisticated technology, heart rate can be monitored right before a number of critical competitions and then compared with subsequent performance to determine an optimal pulse rate. According to Dr. Alexeev of the Moscow Research Institute of Physical Culture, this is one of the best ways to discover an athlete’s optimal level of anxiety (Rajport, 1988).

Athletes who are good imagers can use imagery to gain awareness of their ideal performance state. This technique is particularly effective if the athletes are in the off-season or in a situation where actual competition is not possible. Imagination is used to relive previous excellent performance, with particular attention given to identifying what feelings, arousal level, thoughts, muscle tension, attentional focus, and so forth might have occurred. There may also be merit in imaging previous bad performances in order to contrast their psychological state with what appears to be a more optimal state. Imagination can be an effective tool as well for creating awareness when filling out performance feedback sheets after an actual performance. Athletes who are unsure of exactly what happened can replay their performance to determine what they were thinking, feeling, and attending to at any given moment.

Group discussion is another method that coaches and sport psychology consultants can use
to increase athlete awareness. Coaches should provide their athletes with an opportunity to discuss a performance by encouraging but not requiring them to do so. Sport psychology consultants should do the same thing after practice of certain mental training techniques. Sometimes coaches and sport psychology consultants can foster this form of communication through one-on-one discussions. Coach/sport psychology practitioners should share their perspective or expertise but also encourage the athletes to talk about the experience. They should ask questions about arousal and confidence levels, stressors, and manifestations. Every team is capable of this type of interaction, but such dialogue is frequently difficult to facilitate at first. As the athletes become much more aware of the needs of their teammates, team cohesion will be more likely to result. In turn, athletes gain new insights into their own sport performances. For example, one athlete responds to stress by withdrawing. An understanding of this by teammates relieves stress because other people now know that this is one method used to mentally prepare for performance. There is nothing wrong with an athlete who is quiet.

A good time to begin group discussions is after a positive experience because the feelings are nonthreatening. For example, after a great practice, the coach can ask the athletes to discuss what made the practice so good. How was it different from a nonproductive practice session?

In regard to specific methods of increasing awareness, it is important that practitioners do what they are comfortable with. However, it is strongly suggested that coaches and sport psychology consultants slowly integrate the various methods discussed in this chapter.

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**Summary**

Developing awareness is a critical element of peak performance because it provides athletes with the experiential knowledge to gain control of the performance. Awareness is the first step in raising self-control in sport participation. Initially, athletes need to become aware of their ideal performance state. Next, athletes need to recognize when they are no longer at that ideal state. As athletes develop awareness skills, they will recognize earlier when they are not focused or aroused appropriately. This early recognition aids athletes in gaining control before it is lost. The sooner a deviation is recognized, the easier it is to get back on course. Athletes with a range of interventions can use them to get their mental-emotional and physical states to more nearly approximate what they have found leads to peak performance. Journal keeping, performance feedback sheets, assessing precompetitive performance states through psychological questionnaires and physiological monitoring, using imagery to relive past performances, and group discussions are all effective techniques for developing awareness. Depending on the athlete's preferences and the circumstances, certain techniques may be more effective than others at any given moment.

**Study Questions**

1. Why is it important that athletes be aware of their ideal performance state?
2. What is the difference between merely performing skills and experiencing skills?
3. Why is it important to incorporate awareness training with the physical skills that are already being performed in practice?