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1 **TITLE:** A Bioecological Perspective on Talent Identification in Junior-Elite Soccer:
2 A Pan-European Perspective

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15 **Abstract**

16 Elite soccer clubs across Europe spend ever-increasing sums of money on
17 transfers and salaries for world-class players. Consequently, clubs' talent
18 identification and development processes for junior players have become more
19 professionalised. Based on a holistic ecological approach, this study presents an
20 analysis of talent identification practices across some of the most productive
21 soccer academies in Europe ($N = 11$). Data were collected via semi-structured
22 interviews with 11 heads of academy recruitment from clubs in the 'big five'
23 European leagues. Clubs were purposively sampled based on their player
24 productivity ranking. Interviews ranged from 52:26 minutes to 114:06 minutes
25 in length ($m = 87:53 \pm 20.10$ minutes). This study argues that holistic ecological
26 approaches the environments were characterised through the interplay of factors
27 that ranged from high-level internal to international level relationships. This
28 resulted in the identification and recruitment of players from local and
29 international environments. The purpose of recruitment was suggested to have
30 a dual purpose: recruitment of players for the first team; recruitment of players
31 for further development/monitoring and/or selling to another club.

32 **Keywords:** scouting; recruitment; talent selection; ecology; culture

33

34 **Introduction**

35 Professional soccer clubs across Europe are spending ever-increasing sums of money
36 on the transfer and salaries for world-class players. Consequently, increasing sums are
37 also being spent on academy level talent identification and development (TID)
38 processes and practices, which continue to become increasingly professionalised
39 (Larsen et al., 2013). Indeed, identifying and developing junior talent in soccer has
40 become a critical issue for clubs and national federations. It is, therefore, unsurprising
41 that the Union of European Football Associations (UEFA) and some national leagues
42 have launched ‘localised’ initiatives designed to promote their TID outcomes
43 (Richardson, et al., 2012). However, recent findings suggest that home-grown players
44 have lower employment rates in their home country than players developed elsewhere
45 (Poli, Ravenel, & Besson, 2015; Poli, Ravenel, & Besson, 2018). Whilst there have
46 been a number of initiatives to develop and increase the number of home-grown players,
47 there appears to be wider issues affecting these developments. For example, evidence
48 suggests that the Premier League has the second lowest number of indigenous players
49 when compared to the other major European leagues (*i.e.* Bundesliga, Ligue 1, Serie A,
50 and La Liga) (Littlewood, Mullen, and Richardson, 2011). Whereas, Spain and Italy
51 are highlighted as having the largest percentage of indigenous players in their leagues,
52 suggesting that there are both cultural and philosophical conditions within those
53 countries that encourages them to remain in their native country (Richardson, Relvas &
54 Littlewood, 2013). However, the most recent data suggest that the footballers’ labour
55 market across Europe has become de-territorialized, evidenced by a decreased number
56 of club-trained players at their indigenous club, increased numbers of expatriate players,
57 and greater player mobility; these factors contribute toward difficulties for clubs

58 adhering to league or federation requirements on home-grown talent numbers within
59 their squads (Poli, Ravenel, & Besson, 2018).

60 Identifying and developing elite soccer players is a time-consuming and
61 complicated process (Baker et al., 2018) and it is no surprise that most professional
62 soccer clubs have their own systems and structures for determining the level of
63 complexity they are willing to accept as part of their TID strategy (Richardson, Relvas
64 & Littlewood, 2013). However, it is also important to recognise that ‘identification’ is
65 only the first step (Larkin & Reeves, 2018) in a long and winding talent development
66 road (Baker, Wattie & Schorer, 2019). Therefore, when discussing talent identification
67 and/or selection, it is also important to recognise the integration of the talent
68 development environment and how these mechanisms, processes, and decisions operate
69 at a pragmatic and functional level (Collins, MacNamara & Cruikshank, 2018; Ivarsson
70 et al., 2015). However, we add a note of caution here, as it is not our intention to
71 promote or extend the debate into *what* is talent in sport as this is adequately covered
72 elsewhere (see Baker et al., 2019).

73 In this article, we provide a theoretical insight into the talent identification
74 processes and development environments from some of Europe’s most productive
75 professional soccer academies. In terms of advancing best practice in the field of TID
76 research, Urie Bronfenbrenner’s (1979, 2005) bioecological model of human
77 development acts a useful framework, as it can represent both the dimensions and
78 outcomes of the athletic environment and the roles and functions of the participants
79 involved in the talent recruitment process. Although it must be noted, the working
80 model applied in this paper does not fully correspond with Bronfenbrenner as it does
81 not include the meso and exo levels. As Collins, MacNamara and Cruikshank (2018,
82 p. 8) suggest, this adds a ‘contextually situated perspective’ to the talent research

83 literature and provides a unique opportunity to examine TID from an applied ecological
84 setting. Specifically, the holistic ecological approach (HEA) to talent in sport (*i.e.*
85 Henriksen, Stambulova, & Rossler, 2010a, 2010b, 2011) shifts the researcher emphasis
86 away from the physical, perceptual-cognitive, technical, and tactical attributes of the
87 individual player to the context of the environment where the player develops (*i.e.* the
88 academy). This shift in focus is represented by two applied theoretical models
89 (Henrikson, Stambulova & Roessler, 2010). The first, which is termed the athletic
90 talent development environment (ATDE), and is defined as a framework that comprises
91 of the following:

92 “...a dynamic system comprising (a) an athlete’s immediate surroundings at the
93 microlevel where athletic and personal development take place, (b) the
94 interrelations between these surroundings, (c) at the macrolevel, the larger
95 context in which these surroundings are embedded, and (d) the organisational
96 culture of the sports club or team, which is an integrative factor of the ATDE’s
97 effectiveness in helping young talented athletes develop into senior elite athletes”
98 (Henrikson, 2010, p. 160).

99 Empirical evidence to support the applied architecture of the ADTE has
100 previously been reported across individual sports such as kayaking (Henrikson,
101 Stambulova & Rossler, 2010), golf (Henriksen, Larsen & Christensen, 2014) and track
102 and field (Henrikson, Stambulova & Rossler, 2010b). The ATDE has also explored the
103 dynamics and interactions between players and coaches in team sports such as soccer,
104 however, these have tended to be restricted to isolated case studies of professional
105 soccer clubs in Scandinavia such as Denmark (Larsen et al., 2013) and Norway
106 (Aalberg & Saether, 2016). The second working model, the environment success
107 factors (ESF), is grounded in organisational psychology (Schein, 1990) and emphasises

108 the organisational culture of the environment. The ESF model comprises a set of
109 preconditions (*i.e.* human, material, financial), the process (*i.e.* training and formal
110 competition), the organisational culture (*i.e.* artefacts) and the team development,
111 which operates in tandem with the ADTE and acts as a framework to measure impact
112 and effectiveness (Henriksen et al., 2010). Features of successful ADTEs have
113 included: inclusive training environments; role models; emphasis on long-term
114 development rather than short-term success; a consistent and rationale organisational
115 culture; and the assimilation of sporting demands.

116 To our knowledge the ADTE and ESF has not been empirically examined across
117 recruitment systems and cultures other than Scandinavia. Furthermore, whilst we
118 understand how the ADTE and ESF was designed initially to provide a holistic
119 description of the talent development environment, we also believe this could be
120 adapted to offer a more detailed insight into the identification processes that exist within
121 this particular domain. We also agree with Collins et al. (2018) that previous TID
122 research has relied typically on singular methodologies, such as the retrospective recall
123 interviews, and despite the methodological limitations (*i.e.* self-report bias) associated
124 with this methodology it continues to permeate the TID literature. In view of these
125 shared concerns, however, we believe that these two working models has much to offer
126 in terms of how socially constructed interview data can inform the current TID
127 landscape in junior-elite soccer. For instance, the interview guides designed by
128 Henriksen et al. (2010) gather data that are captured from interviewees in their ‘current’
129 organisational role (*i.e.* coaches, recruitment staff, *etc.*) and, therefore, may go some-
130 way to address the reliability issues associated with retrospective recall. The present
131 study also represents a response to Henriksen et al., (2011) who called for more research
132 of environments in which senior athletes continually achieve top level results.

133 Therefore, the focus of this study is to explore how talent identification is framed within
134 the context of ADTE and operationalised within the ESF at some of the most successful
135 soccer academies in Europe. Specifically, the aims of the present study were: (1) further
136 our understanding of talent identification processes and mechanisms in ATDEs in
137 junior-elite soccer; and (2) examine the factors influencing its success in developing
138 junior-elite soccer players.

139 **Method**

140 *Situated context*

141 Across Europe, a professional soccer academy, defined as an *elite performance*
142 *development environment*, is where potentially talented players are identified and
143 recruited with the aim of becoming professional players (Mills, Butt, Maynard and
144 Harwood, 2012; Larsen *et al.*, 2013). For junior players (*i.e.* 8-16 years old) selected
145 for an academy, especially academies of elite professional clubs, these environments
146 offer some of the very best resources and training facilities (Ashworth & Heyndels,
147 2007). The structure of a department within a professional academy can vary, but
148 typically includes personnel such as head of academy/academy director, full-time
149 coaches, part-time assistant coaches, sports scientists, talent scouts, and heads of
150 recruitment. See Relvas (2010) for a detailed analysis of the organisational structures
151 and working practices of European soccer academies.

152 *Participants*

153 Eleven heads of recruitment aged between 34 and 62 years old (m 48.5, \pm 9.5
154 years) participated in this study. To provide a balanced and geographically diverse
155 perspectives on junior-elite player environments (Mills *et al.*, 2014), heads of

156 recruitment from 11 professional clubs' academies around Europe agreed to participate
157 in this study. Further, to include a depth and richness to the information required (Patton,
158 2002), it was necessary to recruit a sample that could be considered responsible for the
159 identification of players that had progressed to the highest levels of performance within
160 their respective professional leagues. Unlike other staff (*i.e.* coaches, sports scientists),
161 it is not a pre-requisite for a head of recruitment to hold recognised qualifications.
162 Therefore, given the specific nature of the inquiry, participants were recruited on the
163 basis that participants were responsible for the day-to-day recruitment decisions across
164 the academy. Each participant was male and had held their current position between 1.5
165 and 16 years ($m = 8.5$ years, ± 4.8 years).

166 *Procedure*

167 In order to satisfy the stipulated inclusion criteria, the most productive
168 academies, as determined by the Centre International d'Etude du Sport (CIES), were
169 contacted (CIES, 2016). Academies identified in the CIES training club data were e-
170 mailed ($n = 55$), either directly to the named head of recruitment, or addressed for their
171 attention via a club-based email address. There were 16 responses to the original request
172 with a total of 11 heads of recruitment agreeing to participate. This represented a 20%
173 response rate and included responses from professional clubs currently playing in the
174 English Premier League ($n = 3$), French Ligue 1 ($n = 3$), German Bundesliga ($n = 2$),
175 Italian Serie A ($n = 1$), and Spanish La Liga ($n = 2$). Institutional ethical approval was
176 obtained, and informed assent and written consent was provided by all participants.
177 Before starting the interview, participants were reminded of the purpose of the
178 interview and informed they were free to withdraw at any time. There were not
179 considered to be any language barriers as all participants were fluent in English and
180 fully understood the questions that were posed.

181 *In-depth interview guide*

182 As this study formed part of a larger multidisciplinary talent identification
183 project surrounding junior-elite soccer academy environments in the United Kingdom,
184 Western Europe, and Australia, rigour surrounding the pilot testing of interviews was
185 already established (*i.e.* Reeves et al., 2018). All interviews were conducted by the
186 principal researcher over a ten-month period, at dates and times convenient to the
187 participants and included venues such as the respective clubs' academy or stadium
188 offices. The interviews were semi-structured (Kvale & Brinkman, 2009), which
189 enabled the researcher the opportunity to probe issues that were considered important
190 for the identification and development of talented youth soccer players. Similar to
191 Henriksen *et al.*, (2010) the interview guide was divided into four sections. In the
192 introductory part, rapport-building questions (*i.e.* can you tell me a little about your
193 career journey and your current role) were asked. In the descriptive section, the
194 interview guide was informed by the ADTE and ESF models, and questions were asked
195 around the roles and function of the specific components of the identification processes
196 and the relationship between these mechanisms at the micro- and macro-levels. The
197 explanatory section included questions which probed the reasons behind the
198 environments success and factors that included preconditions, process, individual
199 development, and organisational culture. In the final part of the interview further
200 questions were presented specifically designed to explore past traditions and future
201 obstacles for the environment. Interviews were digitally recorded and lasted between
202 52 minutes and 114 minutes (*m* 87:53 ± 20.10 minutes). The combined total of all
203 interviews was ~16 hours. Following each interview critical discussion points were
204 noted in theoretical memos for use during analysis alongside fieldnotes (Rapley,2011).

205 *Data analysis*

206 All audio data were transcribed verbatim with field notes and theoretical memos
207 digitised to aid the analysis process. Transcribed material produced over 607 pages of
208 single-line spaced text (~450,000 words). All transcribed data were imported into QSR
209 NVivo 11 and subjected to constant comparative analysis (Rubin & Rubin, 1995). Data
210 collection and analysis occurred in parallel; with each subsequent interview the
211 generated categories were compared with existing ones to determine whether data
212 produced new discrete categories, became property of an existing category, or
213 represented a category with a higher level of abstraction (Parry, 2004). Analysis began
214 with open coding, whereby data were segmented into meaningful expressions before
215 being coded axially – reassembling the data that had been broken down during the open
216 coding process (Strauss & Corbin, 1998). During the coding process, fieldnotes and
217 theoretical memos were shared amongst the research team, though there was no attempt
218 to seek consensus at this stage. All data treatment was performed by the principal
219 investigator, but final categories, interpretations and concepts of the ADTE and ESF
220 were shared until final agreement was reached. Field notes acted as an *aide memoire*
221 but also provided context on interactions and process to support the credibility of data
222 interpretation (Koch, 2006). A final effort to ensure credibility was to share the final
223 proposed ATDE and ESF models with participants (Guba & Lincoln, 1989). In total
224 nine participants responded to our request to review and comment. There was
225 agreement as to the overall accuracy and representativeness of the model from all
226 respondents.

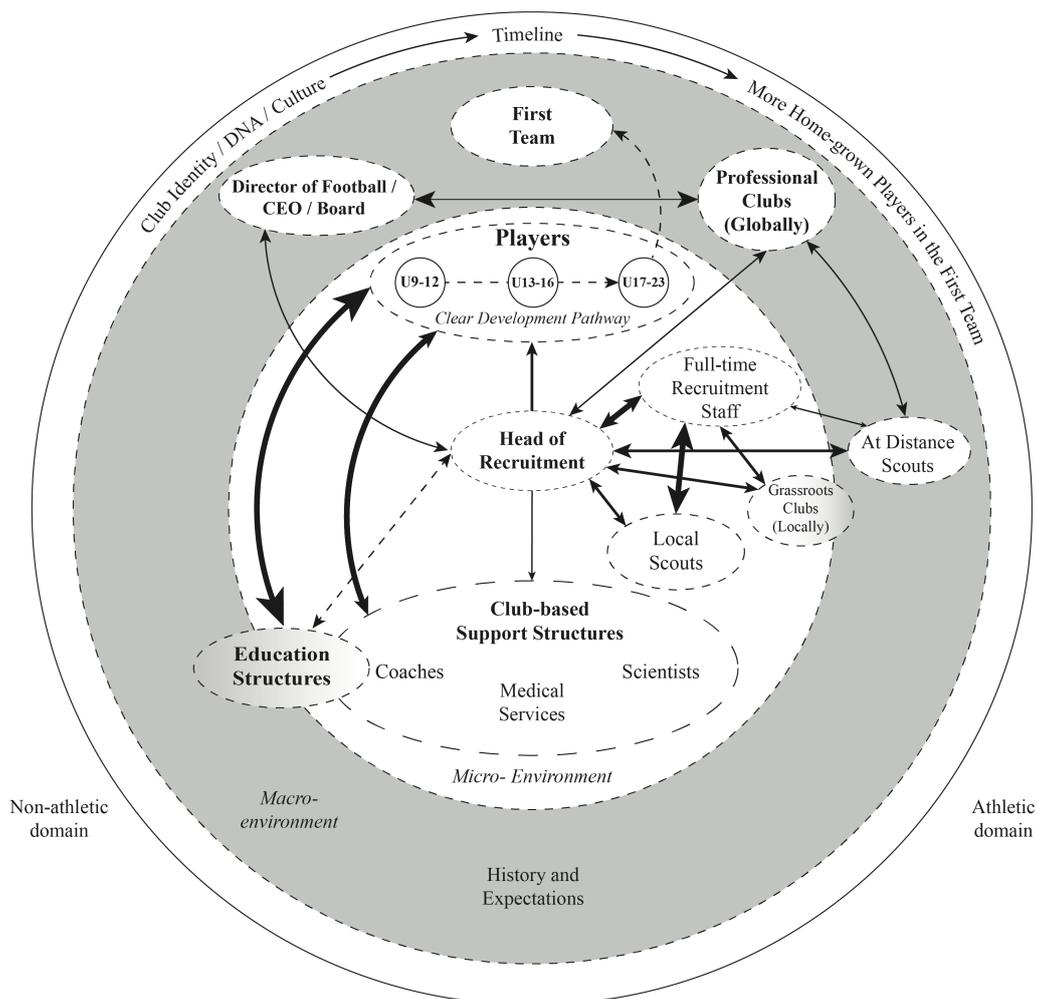
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228 **FINDINGS & DISCUSSION**

229 *Overview of all Clubs as Talent Environments*

230 This study focussed on 11 of the most productive European academies to
 231 understand the talent identification processes and mechanisms in ATDEs in junior-elite
 232 soccer, whilst also examining the factors influencing their success in developing players.
 233 The investigation was concerned with the entirety of TID and, thus, focussed on all
 234 ages groups as a departure for the describing of the empirical ATDE model of these
 235 clubs (see Figure 1). Considering that all components of the environment are
 236 interconnected and influence each other, the model demonstrates the most important
 237 components and relationships alongside the structure of the environment (Larsen *et al.*,
 238 2013). The thickness of arrows demonstrates the closeness of the relationship, with the
 239 most important relationships focussed around the *Head of Recruitment*.

240 **Figure 1:** The ATDE Empirical Model of European Talent Identification & Recruitment



241

242 *Micro-environment: athletic domain*

243 The micro-environments of the elite clubs were characterised by a range of
244 playing squads which range from pre-academy/development squads (*i.e.* players from
245 u8 down who cannot be officially registered with the national federation by the club),
246 then U9s to U23s.

247 *Club-based support structures* included coaches, assistant coaches, sports
248 scientists (including performance analysts and strength/conditioning coaches), medical
249 services (including physiotherapists, podiatrists, and a medical doctor). Here, staff were
250 qualified in a range of football qualifications (*i.e.* UEFA A licence and Pro-licence) and
251 academic qualifications (*i.e.* BSc, MSc, and in some cases PhD). In addition, all of the
252 clubs involved in the study had relationships with universities – sometimes local,
253 sometimes at distance – and had some form of consultancy or support-role offered by
254 those institutions. To close the research-practice divide these clubs were making best
255 use of research evidence to inform their talent identification and talent development
256 procedures and practices. For example, well established growth, maturation and
257 anthropometric research had permeated through the clubs’ recruitment philosophy, and
258 there was consensus that predictability of talent based on physiology testing alone was
259 flawed. All the clubs adopted assessment protocols for measures of functional capacity
260 but combined these with soccer-specific tests for dribbling, ball control, shooting speed
261 and accuracy and perceptual-cognitive passing tests in congested areas in an attempt to
262 replicate the decision-making demands of competition. Furthermore, imposed
263 environmental constraints (*i.e.* a skewed distribution of selecting players born earlier in
264 a pre-defined age group comparative to those players born later due to an imposed cut-
265 off date), commonly referred to as relative age effects (RAEs; Haycraft, Kovalchik,
266 Pyne, Larkin, & Robertson, 2018) which are known to affect a player’s prospect of

267 becoming a full-time professional (Furley, Memmert, & Weigelt, 2016) were
268 understood across all the clubs in this study. We documented pedagogical age group
269 modification strategies similar to those reported by Mann and van Ginneken (2016),
270 where talent scouts were provided with birthdates of players *a priori* and, in some
271 instances, the decimalisation of players' ages was provided on training vests during
272 real-time scouting assignments. Integrated age-ordered shirt numbering was also
273 mentioned as a pedagogic means by which academy coaches applied *in situ* age
274 appropriate coaching, thus ensuring technical and tactical skills were provided in
275 positive, supportive and developmentally appropriate environments. These findings are,
276 therefore, at odds with recent qualitative investigations surrounding the implications of
277 RAEs in elite academy environments (Andronikos *et al.*, 2016).

278 From a biological perspective variations between chronological age and
279 biological maturation was also understood and, in some cases, estimates of skeletal
280 maturity were in place to measure and monitor players classified as late, average or
281 early maturity according to birth date quarter. One club was employing bio-banding
282 strategies (Cumming *et al.*, 2017) where players were grouped by estimated biological
283 maturity status (Kharmis & Roche, 1994) for specific competitions and training once
284 maturity variances were observed. Together these findings suggest the academies are
285 perhaps more 'educated' about the nuances of talent than has been suggested previously.
286 We recorded no evidence that recruitment staff were mis-understanding anthropometric
287 characteristics as a beneficial variable for future performance, however, saying that, it
288 was outside the scope of this study to capture statistical date-of-birth data, maturational
289 indicators, or anthropometric measures, so we are unable to report as to whether these
290 well-established talent recruitment problems were mediated.

291 Pivotal to the working demands of this model across all these clubs is the
292 relationship between the *head of recruitment, club-based support structures* and other
293 recruitment staff, who were classified as *full-time recruitment staff, local scouts, or at*
294 *distance scouts. Full time recruitment staff* were an essential component of the TID
295 paradigm, mainly responsible for administrative components of talent identification (*i.e.*
296 liaising with scouts regarding games to attend), though these roles also included
297 attending games and observing potentially talented youngsters. Communication
298 between this group, *local scouts, and grassroots clubs (locally)*
299 *Grassroots clubs (locally)*

300 Local grassroots clubs were largely held as critical components of the scouting
301 and recruitment process. All participants indicated that local clubs and, thus, local
302 players, was “...*what it’s all about...getting youngsters who know and probably*
303 *support the club, playing for the first team if we can*” (Participant ES2). Therefore, the
304 relationships between academy staff (*i.e.* scouts and recruitment) and local clubs was
305 seen as being of paramount importance, but also had a financial benefit as there were
306 lower associated costs with these players during their developmental period (Reeves *et*
307 *al.*, 2018).

308 *Micro-environment: non-athletic domain*

309 *Education structures* spanned both micro and macro-structures and had close
310 connections with club-based support structures. This was, in part, due to the link
311 between an education officer (or similar) who was employed by the club and acted as a
312 liaison between school and academy. Education was a critical characteristic for all
313 players involved with their respective academies, though the nature of this link varied
314 between clubs and even between individual players at the same club. Participants

315 highlighted how schools were often seen as useful sites of inside knowledge of an
316 individual players' behaviour, motivation, and capacity to learn. This insight gathering
317 was typically undertaken by *full time recruitment staff*, including the *head of*
318 *recruitment*.

319 *Macro-environment*

320 The macro environment comprised people and groups with whom the players
321 do not have regular (*i.e.* at least weekly) contact. In some instances, player contact was
322 not identified at all (*i.e.* *At Distance Scouts*). Here, it was possible to see the head of
323 recruitment as the cornerstone of communication. Similar to findings from Relvas *et al.*
324 (2010), structural differences were apparent between participating academies, with
325 reserve teams/under 23 teams positioned differently. For example, in England, two of
326 the under 23 squads were all positioned within the academy environment with
327 seemingly tangential contact with the first team, whilst one was embedded alongside
328 the first team. In all instances, the teams were located in the same physical environment
329 (*i.e.* a single site training ground), though separated by organisational and facility-based
330 barriers (Dowling *et al.*, 2018).

331 *Director of Football*

332 The role of the director of football (DoF) is common amongst European football
333 clubs, albeit with slight variances on the title and their associated responsibilities
334 (Parnell *et al.*, 2019). Indeed, the functions performed in this role varied between clubs
335 from a focus on first team recruitment activities to oversight of all club activities
336 including: first team, academy, sports science and medicine, amongst other things
337 (Parnell *et al.*, 2019). This resulted in variance in the types of communication that study
338 participants had with the DoF, and a largely hierarchical structure became apparent.

339 However, regardless of the organisational structure, contact between academy players
340 and academy-level staff (*i.e.* head of academy recruitment) was infrequent, typically
341 once per week, unless there were pressing matters (*i.e.* registration/contractual issues).

342 *First Team*

343 The first team environment was considered the ‘*end goal*’ by participants: their
344 job was summarised as “...*identifying the best potential talent, bringing it to the club,*
345 *allowing it to be developed and hoping that it turns into a professional footballer*”
346 (Participant GR1). There was acknowledgement that the first team environment was
347 used symbolically to motivate and sell the club to potential youngsters looking to join.
348 However, the closeness to the first team environment was suggested to be mostly
349 relevant to the professional development phase within the academy (*i.e.* U17 upwards).
350 Indeed, there is a growth in the research focussing on phases of transition (e.g. Morris,
351 Tod & Eubank, 2017), organisational transitions (*e.g.* Morris, Tod & Oliver, 2015), and
352 stakeholder perceptions (*e.g.* Morris, Tod & Oliver, 2016).

353 *Professional Club (Globally)*

354 Relationships between clubs tended to have a focus on first-team performance,
355 with academies focussed on players within the professional development phase of their
356 careers, mainly exploring the transfer or loan transfer of those players: “*Most stuff tends*
357 *to focus on the first team, and relationships with other clubs is the same...but we have*
358 *to work on it, too. We have lads who need loans and permanent moves and so do those*
359 *clubs, so it helps if there is an existing relationship in place*” (Participant UK3). There
360 was also acknowledgement of the need to be aware of players that might be of interest,
361 what might be considered more traditional recruitment practice, as one participant
362 explained, “*We have good links with clubs around the world...we have to, you never*

363 *know who is going to get spotted and whether you're going to need to consider*
364 *them...that's why you need breadth of coverage and why you need to build relationships*
365 *with clubs so you can easily get on the phone and discuss things” (Participant BE1).*
366 There appeared a desire for academies to find the best young talent to develop in order
367 to save money later down the line (Reeves *et al.*, 2018; Pruna, Tribaldos & Bahdur,
368 2018) and relationships emerged as an important aspect of that (Gerke & Wäsche,
369 2019). Indeed, contemporary studies, adopting a network perspective suggest that
370 clubs' success in the transfer of players is strongly associated with their networks and
371 relationships (Liu *et al.*, 2016).

372 *At distance scouts*

373 Academies, as well as first teams, operate a number of scouts at distance,
374 including nationally and internationally. These individuals were unlikely to have
375 regular contact with others at the academy, except for the head of recruitment or,
376 sometimes, recruitment staff. Depending on the size of the club, these scouts sometimes
377 also undertook duties for the first team environment, too. “...we have about a dozen
378 *global scouts, some who just do academy-related work, and some who do academy and*
379 *first team...it depends on where they are [geographically], how well we know them and*
380 *what they produce...in some of the smaller places, for example Scandinavia, Joris*
381 *[pseudonym] does about 50:50, first team and academy...we've worked together for a*
382 *long time and I know I can trust him to get on and do very well and he only comes to*
383 *me if it's something important” (Participant ES1). Of note, here, was the emphasis on*
384 *trust between the head of recruitment and scouts working at distance; undoubtedly the*
385 *operating distance required trust that the work required would be undertaken and that*
386 *the quality of information would be sufficient to enable clubs to make decisions in a*
387 *timely manner. “Because of the climate we operate in, we have to try and be first to*

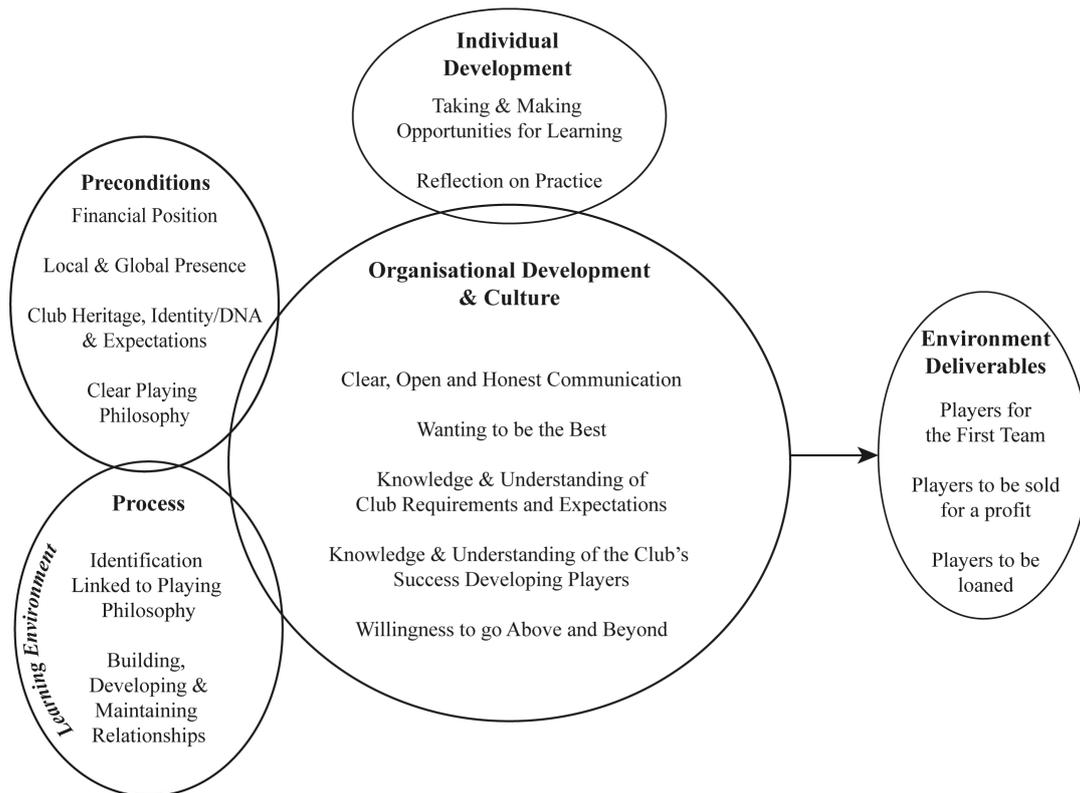
388 *know things: who's playing well, who's coming through, who's had injury issues, who*
389 *might be worth keeping an eye on, it's an information industry masked as a football*
390 *one [laughs]" (Participant UK2).*

391 There have been a number of high-profile clubs that have broken rules regarding
392 'tapping up' players, in their own countries and abroad. For example, in 2017 Liverpool
393 FC were banned from signing academy players and fined £100,000 for 'tapping up' a
394 player registered with another club (Hunter, 2017). Participants suggested that in a
395 period of increased scrutiny, it was important to ensure scouts, particularly those
396 operating at distance, were mindful of these issues, and did not engage in practices that
397 might undermine the club's credibility. *"We do our best to make sure things are done*
398 *correctly and procedures are followed, but there are lots of moving parts in recruitment*
399 *and typically, lots of people involved from agents, players, parents and club*
400 *officials...all wanting to have their input and all having different discussions. It can be*
401 *a minefield at times"* (Participant UK1).

402 **The ESF working model**

403 The ESF model (Figure 2) represents the factors influencing the success of
404 these 11 clubs in relation to the ADTE. Unlike previous iterations of this model from
405 different sports, we were unable to suitably distinguish between preconditions,
406 process, and organisational development and culture. Thus, these three components
407 overlap in order to demonstrate the strong congruence between them and the
408 inseparable nature of one from another.

409 **Figure 2:** The ESF Empirical Model of European Talent Identification & Recruitment



410

411

412 *Preconditions*

413 Financial resources offered a competitive advantage in the identification of
 414 players. Specifically, finance was linked to the global breadth of coverage that a club
 415 was able to achieve in their identification efforts. *“We’re lucky that the club takes global
 416 recruitment seriously...we have invested in this recently...I think because it is always
 417 getting harder to do what we do”* (Participant IT1). A club’s ability to identify and
 418 recruit players internationally was considered closely linked to their international image,
 419 as was being able to establish satellite academies. *“Part of being at a club like this is
 420 realising that we are a global brand and we need to operate like one...having
 421 academies in other countries is just part of this”* (Participant DE3). Importantly, a
 422 club’s history, identity and the expectations of club leaders and fans alike, was a key

423 precondition and manifest in the clubs overall playing philosophy and, thus, recruitment
424 practices (Nesti & Sulley, 2014).

425 *Process*

426 A critical component of identifying talented youngsters, was considering
427 whether they would be suitable for the clubs playing philosophy. *“We have to be sure*
428 *what and who we’re getting involved with...that’s why we spend so much time getting*
429 *to know as much about a player as we can. Their attitude, their resilience, and*
430 *everything else going on in their heads...will they be able to work with us? Are they*
431 *willing to listen and to learn? They are the basic questions we have to answer.”*

432 Recruitment to a club’s academy was typically at the under nine age group, though all
433 participants indicated that they ran a range of ‘pre-academy’ opportunities, though the
434 exact operation of these varied from club-to-club. These pre academies enabled clubs
435 to offer their coaching curriculum to youngsters who might have the potential to join
436 the academy proper at the appropriate age. This was noted as an opportunity for scouts
437 and recruitment staff to begin building and developing relationships with potential
438 future players and their parents. Such relationships with parents can be seen as crucial,
439 with the needs and identities of parents shifting and mutating as their child becomes
440 further enveloped in junior-elite football (Clarke & Harwood, 2014). However, scouts
441 and recruitment staff were also expected to place significant emphasis on building and
442 developing relationships with other stakeholders, including other scouts, grassroots
443 clubs and leagues, regional squads, coaches, and administrators. In essence, no stone
444 was expected to be left unturned in the quest for unearthing potential talent.

445 *Cultural Paradigm*

446 All clubs' facilities were utilised to position the club positively. For example,
447 walls were frequently adorned with large photographs of successful academy teams,
448 academy graduates, and positive written statements. There was also a significant use of
449 club colours on walls and emphasis of the club's philosophy and values around the
450 academy buildings, including reception, waiting areas, gyms, and changing rooms.
451 Such artefacts have been suggested to manifest into the currency and discourse of the
452 club. However, previous work in the UK (Reeves *et al.*, 2018) has suggested that such
453 artefacts do not always manifest in such positive ways, emphasising that culture cannot
454 be built through words and images alone. "*It's important for the boys that messages are*
455 *consistent, probably for some staff, too [laughs]...it's also important that they know*
456 *and are reminded what goal is. The graduate wall is where it is specifically, so every*
457 *boy has to see it every time they come into the building...a constant reminder of why*
458 *they're here*" (Participant DE1).

459 It was particularly important for *communication* pathways to be *clear, open, and honest*.
460 This, it was suggested, was not related to just scouting and recruitment, but to all club
461 departments. Indeed, due to the fast-paced, fluid, and value entrenched nature of
462 football clubs (Ogbonna & Harris, 2014), culture is, arguably, of greater importance
463 here than in other organisational environments. *Wanting to be the best* referred to being
464 the best scouts and recruiters possible and wanting to be part of a club that was
465 acknowledged for producing players. "*...we like to think that we operate, at all times,*
466 *clearly and honestly with each other, no matter who it is...it's part of what we are about*
467 *and helps us to work as well as we can do and achieve the best*" (Participant FR1).

468 Continually being aware of the requirements and expectations of the club was an
469 organisational need and cultural norm, but also veered toward being an environmental
470 deliverable. For example, by being sensitive to the requirements and expectations of

471 the club automatically generates an outcome, though it is not necessarily tangible. *“Part*
472 *of being honest with people is setting out exactly what their role is, how we would like*
473 *them to perform it, what we expect from them – whether it’s formally reported or*
474 *verbally communicated back – that’s crucial to my guys knowing what we need,*
475 *knowing what the level is we’re expecting boys to be at...it’s all connected, they have*
476 *to know our successes to be able to sell the club to others, but they’ve also got to be*
477 *sure someone they’re putting forward is on that level”* (Participant UK3).

478 *Individual Development*

479 Working in football recruitment has, historically, been based on gut feelings, an
480 expert eye, and numerous opinions (Reeves *et al.*, 2018; Day, 2011; Christensen,
481 2009). Though there have been recent attempts by national federations to develop the
482 profession and provide educational development opportunities (Levett, 2018). Whilst
483 there have been limited formal opportunities for scouts and recruitment staff to develop
484 professionally, the norm has been internal professional development (Reeves *et al.*,
485 2018) and an expectation to reflect on their own practice, whether formally or
486 informally. *“We have a couple of meetings every year, but it’s difficult to get them all*
487 *[scouts] here at the same time...especially international scouts, we usually have to just*
488 *talk things through with them”* (Participant FR3).

489 *Environment Deliverables*

490 The often-cited single goal of developing players for the first team (Littlewood,
491 Mullen & Richardson, 2011) appeared to no longer be the sole focus of clubs and
492 academies. Whilst that remained a priority, clubs indicated how they now considered
493 different opportunities for players in their development environments. *“...Take this kid,*
494 *for example [pointing out of an office window overlooking a training session taking*

495 *place outside], he's got good potential, he's 14 [years old], athletic, good family*
496 *background, does well at school...but he's not likely to play in our first team...we'll*
497 *keep hold of him for as long as its right to do so for us and him, and he'll probably go*
498 *on to have a career in the game somewhere, but it's not likely to be here. Obviously, I*
499 *can't say a 100% that'll be the case, things might suddenly click and he's exactly right*
500 *for us, but it's more likely when he gets up to the 18s he'll get a deal and be sent on*
501 *loan or we'll look for a more permeant move for him"* (Participant UK2).

502 This effectively shifts the traditional paradigm of football recruitment. Indeed,
503 such approaches have a dual purpose: Firstly, they serve to position the club favourably
504 amongst stakeholders (*i.e.* players and parents). By keeping younger players in the
505 development system for a longer period, they 'keep the dream alive' for youngsters,
506 with a view to providing their 'career in the game', albeit not necessarily with that club.
507 It also allows the club to demonstrate and emphasise their capacity for player
508 development; even if a players' endpoint is not with that club, they can legitimately
509 claim they have developed a youngster that has become a professional player. Second,
510 it provides an opportunity for a club to retain a player's registration, but for the player
511 to go on loan in order to further develop, or to attain a permeant transfer. In both
512 scenarios the parent-club may benefit in multiple ways. For example, the parent-club
513 are able to keep-hold of a player's registration and let others take responsibility for their
514 development; they are able to reduce their overall wage bill by having another club pay
515 some or all of a player's salary whilst they are on loan; a permeant transfer might be
516 arranged for the player due to the loan and, thus, the club benefits from a transfer fee,
517 but might also benefit over a longer period through contractual agreements (*i.e.* sell-on
518 and appearance clauses) that continue to provide an income after the player has left the
519 club. However, such scenarios would appear to favour those clubs with a strong

520 financial position from which to start (see preconditions), as higher numbers of players
521 has increased costs in salaries, equipment, support staff, *etc.*, and loan deals are not
522 guaranteed, meaning players may be let go (*i.e.* made redundant) if a loan or permanent
523 deal cannot be achieved.

524 **STRENGTHS & LIMITATIONS**

525 This study contains several strengths and limitations. This is the first study, to
526 our knowledge, that has attempted to apply the ATDE and ESF framework outside of
527 Scandinavia. It is also the first attempt to integrate multiple environments into one
528 analysis as well as apply the generic framework to talent identification as opposed to
529 talent development. However, caution must be applied when considering the findings
530 of this study, as the participants and their respective clubs comprised 11 of the most
531 productive academies in Europe. As such, our study does not highlight localised issues,
532 or cultural differences that may be present in different countries, leagues, and clubs.
533 The findings cannot be unconditionally incorporated into other contexts or sports.

534 **CONCLUSION**

535 Professional soccer clubs are notoriously secretive about their talent
536 identification, recruitment, and development procedures and access for researchers to
537 these environments can be a challenge (Roderick, 2006). Using a holistic ecological
538 framework this study examined the talent identification environments of some of the
539 most productive soccer academies in Europe. Findings suggest that there are several
540 key factors that are influential in the identification of talented young players within
541 these clubs including the breadth of coverage at local, regional, national, and
542 international level. This study provides support for the use of ATDE and ESF as a
543 framework for junior-elite football environments to evaluate their talent identification

544 environment and structures. Findings indicate a shift from recruitment to develop
545 players for a clubs' first team, to a multi-faceted talent identification and recruitment
546 process that seeks players who might not quite make the first team, but still retain some
547 value by being loaned or sold for profit. Future studies might consider the interplay
548 between specific aspects identified in this study and to what degree each influences the
549 other.

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