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## **Accepted Manuscript**

Examining the accuracy and in-game performance effects between pre- and postperformance routines: A mixed methods study

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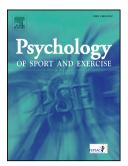
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Examining the accuracy and in-game performance effects...

Running head: EXAMINING PERFORMANCE ROUTINES

Examining the accuracy and in-game performance effects between preand post-performance routines: A mixed methods study

Examining the accuracy and in-game performance effects... 1

1	Abstract
2	Objectives: Researchers have identified that pre-performance routines improve performance
3	under pressure, yet have not investigated the effects of post-performance routines. Thus, the
4	purpose of the current study was to examine whether the type of performance routine training
5	could improve tenpin bowling accuracy and in-game performance.
6	Design: A mixed-method design was adopted, whereby the impact of a performance routine
7	intervention on performance accuracy and in-game performance was examined. This was
8	followed by participants completing semi-structured interviews which explored the perceived
9	effect of those routines.
10	Method: Thirty-six experienced tenpin bowlers completed 30 accuracy shots pre- and post-
11	intervention training, with league scores obtained for in-game performance comparison. Four
12	groups (i.e., pre-performance routine [PPR], post-performance routine [POST], combined pre-
13	post routine, and a control group) practiced 12 games across four weeks while listening to the
14	group specific routine instruction on an IPod.
15	Results: It was noted that accuracy improved (albeit non-significantly) for the PPR and combined
16	pre-post routine group, but not the other groups. Critically, all intervention groups (PPR, POST
17	& COMBO) improved in-game performance. The qualitative data indicated that both the PPR
18	and POST was perceived to influence positively performance, attentional and emotional control,
19	self-awareness, self-confidence, motivation. The PPR was also considered to enhance a state of
20	readiness, and perceived control.
21	Conclusions: Results indicate that the PPR training enhanced accuracy and in-game
22	performance, with the POST training acting as a supportive role for in-game performance as
23	evidenced by the qualitative and quantitative data. Future research should continue to investigate
24	the effects of POSTs.

Examining the accuracy and in-game performance effects...

1 Keywords: Pre-shot routine, post-shot routine, self-regulation



#### Examining the accuracy and in-game performance effects between pre-

#### and post-performance routines: A mixed methods study

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3 Applied sport psychologists attempt to improve athlete performance, in part, by educating 4 them to become more aware of performance inconsistencies, apply volitional control to reduce negative spontaneous reaction to competitive situations, and use more adaptive self-regulation 5 (Hemmings & Holder, 2009). Self-regulation is the management of cognitive, emotional, 6 7 motivational, and social processes to make decisions, engage in behavior, and process stimuli in the pursuit of goals (Cameron & Leventhal, 2003). Baumeister, Vohs, and Tice (2007) explain 8 9 that self-regulation is any effort by an individual to alter thoughts, emotions, and actions in 10 accordance with his/her desires. Therefore, functional self-regulation facilitates desirable 11 behavior because the individual resists inappropriate impulses and persists with correct behavior 12 (Baumeister, Heatherton, & Tice, 1994). 13 One self-regulation strategy offered by applied sport psychologists to improve their 14 athletes' attentional and emotional control is a pre-performance routine (PPR). Moran (1996) states that a PPR is a sequence of task-relevant thoughts and actions an athlete systematically 15 16 engages in prior to performance of a sport skill. Moran's definition is the most widely adopted 17 among studies investigating PPRs (see Cotterill, 2010 for a review). To date, PPRs have been 18 adopted predominantly to improve the performance of closed and self-paced tasks (e.g., putting 19 in golf, free-throw shooting in basketball, or executing a ten-pin bowling delivery). 20 Researchers have provided equivocal results regarding the effectiveness of PPRs, with 21 novices appearing to benefit the most (Beauchamp, Halliwell, Fournier, & Koestner, 1996; 22 Crews & Boutcher, 1986; McCann, Lavallee, & Lavallee, 2001); while studies involving 23 experienced athletes have indicated mixed results following PPR training (e.g., Boutcher & 24 Crews, 1987; Cohn, Rotella, & Lloyd, 1990; Kingston & Hardy, 2001; Lobmeyer & Wasserman,

1986; Marlow, Bull, Heath, & Shambrook, 1998). Cohn et al. (1990) for example, examined the

effects of a cognitive-behavioral PPR intervention on three male collegiate golfers during

competition and reported that although the intervention increased PPR adherence, there was no 1

2 immediate performance increase. During subsequent interviews however, the participants 3 expressed immediate subjective improvements in unobservable mental skills, such as concentration and confidence. Though such perceptions were not directly observable in objective 4 performance scores. Follow-up testing after four months verified an improvement in all three 5 players' performances, with the golfers' interview data indicating they believed the PPR was 6 7 beneficial. These results should be viewed with caution however, for the perceived benefit may be due to other variables such as physical practice. Marlow et al. (1998) also found the penalty 8 9 shot accuracy of three experienced water polo players increased by between 21% and 28% 10 immediately following the implementation of a PPR. Furthermore, Velentzas, Heinen, and 11 Schack (2011) investigated whether two types of routine methods (i.e., imagery or introduction 12 to a PPR), trained over a 7-week intervention period could improve volleyball serving 13 performance. Velentzas et al. found that both intervention groups improved serving performance 14 from pre- to post-intervention, with the imagery group being the most effective routine training. In addition, it has also been established that PPRs may lower arousal levels (Boutcher & Crews, 15 16 1987), increase intrinsic motivation, reduce negative introspection (Beauchamp et al., 1996), and 17 increase attention to task (Cohn et al., 1990; Cotterill, Sanders, & Collins, 2010).

A number of researchers (e.g., Anshel, 1995; Bartholomew, 2003; Dale, 2004) have 18 19 posited that a PPR is a suitable intervention to aid athletes in coping effectively with pressure 20 during real-world competition. Mesagno, Marchant, and Morris (2008) employed a single-case 21 design method to demonstrate improved performance under pressure of three "choking-22 susceptible" (i.e., likely to experience "choking under pressure") ten-pin bowlers using an 23 extensive PPR. The extensive PPR included modifying or incorporating cognitive and behavioral 24 elements into their pre-existing PPR, such as a deep breath, cue word and behavioral steps. Due 25 to limitations associated with a single-case design, Mesagno and Mullane-Grant (2010) 26 subsequently conducted a follow-up experimental study with a larger cohort, to assess which

#### elements of the PPR were most effective for improved performance. Participants were assigned 1

into one of five groups: deep breath (i.e., took three diaphragmatic deep breaths); cue word (i.e., 2 3 developed a cue word to focus attention to the task); temporal consistency (i.e., counted down aloud from five to maintain temporal consistency); extensive PPR (i.e., educated on extensive 4 PPR similar to Mesagno et al., 2008); and control (i.e., no intervention training). Results 5 indicated the extensive PPR group improved performance under pressure more than groups using 6 7 only independent PPR elements, with the control group decreasing performance. In support of 8 Mesagno and Mullane-Grant (2010), Hill, Hanton, Matthews, and Fleming (2011) demonstrated, 9 in a longitudinal study of elite golfers, that a PPR could alleviate choking under pressure as part 10 of a mental skills program through increased perceived control, lowered debilitative anxiety, and 11 improved focus. Collectively, these studies indicate a PPR may be an effective intervention to

improve in-game performance when pressure may be heightened.

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Despite the considerable research attention exploring the effectiveness of PPRs on performance, few studies have investigated behavioral or psychological routines undertaken after performance execution (i.e., post-performance routine). We define a post-performance routine 16 (POST) as a series of behavioral or psychological strategies undertaken after performance execution, yet prior to the PPR of the next performance attempt. Hill, Hanton, Matthews, and Fleming (2010) were the first to identify that the use of POSTs may be a mechanism to improve performance under pressure. Hill et al. interviewed six elite golfers who frequently experienced choking under pressure and five elite golfers who frequently excelled under pressure. They found those golfers who excelled under pressure, performed a consistent POST after each shot, which tended to include constructive task-related reflection, followed by a behavioral response (i.e., removal of glove) that triggered attention to be directed towards the next shot. However, those who experienced choking under pressure appeared to rarely or intermittently complete a POST. Much of the psychological turmoil that athletes encounter during competition may stem from maladaptive thoughts associated with unacceptable shot performance, which in turn may lead to

#### misdirected concentration and emotional upheaval during the POST. As Hill et al. explained, 1

2 "participants who excelled under pressure were less self-critical (than "chokers") after poor

3 performances, as they accepted mistakes and used negative experiences to improve their

game...interventions that encourage the "chokers" to accept poor performances...could prove

5 beneficial" (p. 235).

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6 Similarly, Oudejans, Kuijpers, Kooijman, and Bakker (2011) used concept mapping to 7 analyze written responses of seven expert athletes from a range of sports about their focus of 8 attention in high-pressure situations. Concept mapping involves a sequence of group activities 9 focused on qualitative analysis that provides thematic clusters of aggregated text across 10 participants. Oudejans et al. found that worries related to negative thoughts and uncertainty / 11 doubt were two of the five clusters with the highest importance rating of cognitions associated 12 with performance under pressure, and thus in-game, real-world cognitions. The Oudejans et al. 13 study did not differentiate when these worries occurred, nevertheless, it would be logical that these worries could be present either prior to, during, or following skill execution within real 14 15 world (rather than laboratory based) competitions.

16 From the aforementioned research, using POSTs as an intervention could improve coping responses and minimize negative reactions to skill errors that lead to self-deprecating cognitions and performance inconsistency, by providing athletes a central attentional focus after performance execution. This could prove particularly helpful for athletes who have a tendency to be highly self-critical (i.e., dysfunctional perfectionists), and who suffer from low confidence and poor attentional control. Thus, it could be inferred that focusing on a routine may decrease negative introspection, increase functional self-regulation and improve performance outcomes (Singer, 2002). Further research on POSTs and their effectiveness for in-game performance (and under pressure) would be advantageous. Such information could help applied sport psychologists augment their psychological skills repertoire to implement empirically tested and validated interventions related to after shot psychological recovery.

## Purpose and Hypotheses of the Current Study ANUSCRIPT

2 Through a mixed-method approach, the purpose of the current study was to examine 3 whether the type of performance routine training (e.g., pre- or post-performance) could improve 4 tenpin bowling accuracy and also in-game performance using real-world competition (i.e., league averages). It was hypothesized that the PPR, POST, and combined (i.e., PPR & POST) training 5 6 groups would perform more accurately, and would improve in-game performance after a four-7 week intervention training period, compared to a wait-list control group. Thereafter, the 8 perceived effects of the PPR and POSTs were explored through individual semi-structured 9 interviews.

10 Method

#### Methodology

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A mixed-method design was adopted to address the aims of the study, in which inferences and conclusions were drawn from the collection and analyses of both quantitative and qualitative data (Tashakkori & Creswell, 2007). By converging quantitative and qualitative methods in this manner, the strengths of both approaches are maximized and their limitation minimized, to provide a comprehensive analysis of the research problem (Creswell, 2003).

#### **Participants**

18 Thirty-six league bowlers ( $M_{age} = 40.50$ , SD = 14.72), with a reported bowling league average between 142 and 207 ( $M_{average} = 179.03$ , SD = 17.10) for at least 24 games, participated 19 20 in the study. A league average of between 140 and 210 was necessary to represent intermediate 21 to sub-elite bowlers because novices (below 140 average) may not be able to apply the POST 22 procedures due to inconsistency, and elite bowlers (above 210 average) were likely to have 23 relatively consistent PPRs and a ceiling performance effect might occur. A demographic 24 questionnaire was completed prior to testing as a screening device for bowling experience (i.e., 25 league average) and sport psychology training. Participants were untrained in sport psychology 26 principles with only six suggesting they had "attended group workshops with a sport

#### psychologist", though they did not explore / discuss performance routines specifically. At least 1

- 2 one participant who had received sport psychology training was included in each of the groups
- 3 (i.e., 2 PPR, 2 POST, 1 combined pre-post performance routine, & 2 control group), and so is
- unlikely to act as a confounding variable. 4

#### 5 **Equipment**

- Standard bowling equipment and facilities similar to Mesagno et al. (2008) were used. The 6
- 7 audio recording of the PPR and POST (group specific instructions) was recorded to a "clip on"
- 8 Apple Ipod shuffle with earphones (2 GB) so it could be attached to the participant's clothes, and
- 9 listened to during the intervention training phase.

#### 10 Measures

- 11 **Demographics questionnaire.** Demographic data including age, gender, tenpin bowling
- 12 experience (e.g., whether bowling in a sanctioned league, number of leagues per week, and
- 13 highest league average), and sport psychology training (e.g., worked with a sport psychologists
- in any capacity) were recorded. 14
- 15 Task and performance measure. Tenpin bowling was chosen as the experimental task
- 16 because it is a self-paced closed skill that is conducive to PPRs and POSTs. Furthermore,
- 17 routines may have a direct influence on performance because the impending shots are taken
- 18 quickly (if a spare is attempted after the "strike" shot) and only short breaks are allowed between
- 19 frames. Therefore bowlers are required to perform soon after errors in performance execution.
- 20 The accuracy task was identical to that used within the Mesagno et al. (2008) study,
- 21 whereby participants attempted shot attempts at a target on the bowling lane. Bowlers are usually
- 22 instructed to focus attention at a target 15 feet (e.g., arrows) rather than 60 feet (i.e., the pins)
- 23 away for easier identification of targeting and improved accuracy (Wiedman, 2006). Thus,
- 24 absolute error, in centimeters (cm), from center of the target to center of the ball track was
- examined. Mean absolute error (MAE) for all shot attempts was the dependent variable; reduced 25

#### MAE indicated improved accuracy (the reader is referred to Mesagno et al. for additional

2 details).

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#### **Training groups**

4 Participants were randomly allocated into one of four training groups: PPR, POST, combined pre-post-performance routine, or wait-list control. The PPR group involved 5 participants developing, or modifying their existing PPR. Boutcher (1990) advised that PPRs 6 7 should involve a series of physiological, psychological, and behavioral steps. Within the PPR, 8 optimal arousal levels (e.g., deep breaths), behavioral steps (e.g., wiping the ball off with a 9 towel, watching their foot slide into the correct position on the approach, etc.), attentional control 10 (e.g., focusing on a target), and cue words (when needed) were considered for inclusion into the 11 PPR. Since the PPR was personalized for each participant, these steps were possible elements to 12 include, but were not necessarily uniform across all PPR and combined group participants. The 13 first author (a certified tenpin bowling coach and sport psychology consultant) attended the pre-14 intervention test sessions (see the *Procedures* section for test session information) and identified 15 appropriate components of the PPR while taking extensive notes on each participant's routine. 16 Considering each bowler's PPR was individualized and existing routines may be more 17 inconsistent for novice compared to experienced bowlers, PPR modifications were tailored to 18 each participant's individual routine with no standardized routine implemented. While developing the behavioral steps for the routine and to ensure understanding, the routine was 19 20 practiced to the satisfaction of both the participant and the first author, and terminated when the 21 participant performed five repeated "shadow shots" (i.e., shots without the ball) using the PPR. 22 The POST group used a psychological POST, whereby each participant answered a series 23 of questions, which related to the previously delivered strike shot. The series of questions was 24 developed by elite level coaches (n = 2; average coaching experience = 24.5 years) and the first 25 author. This sequence of questions was perceived by the elite coaches (but has not yet been 26 empirically tested) to help the bowler remain psychologically composed, accept the effectiveness

### 1 of performance execution, and make appropriate target alignment adjustments to remain closer to

the "pocket" (i.e., area at the pins where strikes are more likely).

3 The series of questions included (in sequential order): 1) Did I execute the shot well? 2) 4 Did I hit the target in which I was aiming? and 3) Did the ball hit the "pocket"? If the participant answered "no" to any of these questions, then no target alignment adjustment was made (e.g., 5 move feet, move target, change bowling balls etc., to change angle or direction to the pocket) and 6 7 better performance execution was attempted on the next strike shot. If the participant answered 8 "yes" to all of these questions, then the question, "Where did the ball hit the pins?" should be 9 answered to identify which type of target alignment adjustment to make. Similarly to the PPR, 10 the POST was explained to the participant in enough detail that he / she understood the 11 questions, and knew when / how to make possible target alignment adjustments when answering 12 the question, "Where did the ball hit the pins?" Accordingly, the process adopted within the POST was aligned to the reflection phase of Zimmerman's (2000) self-regulation theory, 13 14 whereby participants were encouraged to take responsibility for their own learning through the

The combined pre-post performance routine group (hereafter labeled simply as "combined") completed both the PPR and POST training as described above. The wait-list control group completed the intervention training phase without PPR or POST education.

use of strategies that encouraged evaluation of their performance.

### Procedures

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Upon receiving approval from the lead author's University Research Ethics Committee, participants were recruited from tenpin bowling leagues (n = 3) in an Australian major city, by asking league officials for their consent. Volunteer bowlers were addressed prior to a league competition session / event, and those recruited completed an informed consent form and demographics questionnaire to determine eligibility (i.e., a league average below 210). Participants completed the study independently and took part in three phases: pre-intervention test, intervention training, and post-intervention test phases.

intervention training and the final 12 games called follow-up intervention training. The follow-

up intervention training games were obtained to determine the robustness of the routine training.

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### Interviews were conducted immediately following the post-intervention test to explore in

- 2 further detail the perceived impact of the intervention training. No interviews were conducted
- 3 with the wait-list control group.

#### 4 **Training Logbook**

During the intervention training phase, all participants completed an intervention training 5 6 logbook after each week of training and submitted their logbook to the first author. Participants 7 logged the number of bowling games practiced, which confirmed they completed the required training during the intervention training phase. The logbook also included the number of extra 8 9 practice games participants completed above the intervention training games, to determine if all 10 participants were practicing, or competing, equally during the training weeks. In addition, 11 participants who received an Ipod answered the question, How much did you pay attention to the 12 Ipod instructions during the training games? Participants answered the question on a 10-point 13 scale ranging from 1 (I did not pay attention to the Ipod at all during training) to 10 (I paid 14 attention to the Ipod instructions on all shots of training) for each of the four training weeks they 15 used the Ipod.

#### **Individual Interviews**

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An interview guide of open-ended questions was derived from the relevant PPR and performance literature and finalized after consulting two sport psychologists. The purpose of the interview was to explore the perceived emotional, cognitive, behavioral effect of the intervention training on performance accuracy, and perceived in-game (i.e., league average) performance before and after routine training. In line with the recommendations of Teddlie and Tashakkori (2009), the interviews completed within this mixed methods study were semi structured. That is, participants were encouraged to articulate in detail, and from their own viewpoint, the perceived effect of the pre- and / or post-performance routines on their performance. The questions were open ended (i.e., prefaced by how? why? in what way?) and probes were used to gain further insights where necessary (e.g., can you tell me more about that?). The interview schedule is available on request from the lead author. Interviews were completed by the lead author, and

2 ranged from 16 to 54 minutes with clarification and elaboration questions stimulating participant

3 responses (Patton, 2002).

4 Results

Due to injuries to three participants during the study (2 PPR & 1 POST participant), only 5 6 33 participants were included in the analyses. Initially, to identify that ability level was similar 7 among groups, a one-way Analysis of Variance (ANOVA) was conducted on the reported league 8 average prior to study involvement. To strengthen the results of the performance data and rule 9 out other possible confounding variables, separate one-way ANOVAs were conducted for total 10 number of leagues and total extra games bowled during intervention training per week, total 11 games practiced with Ipod during the training intervention phase, and average Ipod use for 12 intervention groups during the intervention training phase. Then, a 4 (Group: combined, PPR, 13 POST, control) × 2 (Test: pre-, post-intervention test) mixed-design ANOVA with repeated 14 measures on the Test factor was conducted for mean absolute error (i.e., performance accuracy). 15 Finally, a 4 (Group) × 3 (Test: pre-, post-, follow-up intervention test) mixed-design ANOVA 16 with repeated measures on the Test factor was conducted on mean league scores of the 12 games collected in each phase. Partial eta squared (partial  $\eta^2$ ) was used as an indicator of effect size for 17 ANOVA calculations (Tabachnick & Fidell, 2007) and an alpha level of .05 was set for all 18 19 statistical tests.

#### 20 **Homogeneity of Groups**

- The reported league average indicated no significant Group differences, F(3, 32) = .04, p > .04
- 22 .10, partial  $\eta^2 = .004$ , indicating that groups were equal in initial bowling ability prior to
- 23 involvement in the study.

### 24 Homogeneity of Possible Confounding Variables

- The total number of leagues bowled per week indicated no significant Group differences,
- 26 F(3, 32) = 2.12, p > .10, partial  $\eta^2 = .18$ . The total number of games practiced with the Ipod

- 2 1.37, p > .10, partial  $\eta^2 = .12$ . The total extra games practiced during the training phase also
- 3 indicated no significant Group differences, F(3, 32) = 0.64, p > .10, partial  $\eta^2 = .06$ . The average
- 4 Ipod use for the intervention groups during the training phase indicated no significant Group
- differences, F(2, 23) = 0.15, p > .10, partial  $\eta^2 = .01$ . These results indicate that the groups were
- 6 similar in amount of games bowled during the intervention training phase and each group's
- 7 attention to the Ipod was similar for the intervention training groups and that performance could
- 8 be equated to the training groups' performance differences.

#### Performance Accuracy

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- Initial exploratory analysis for performance accuracy indicated that two participants (one in
- 11 PPR, and one in control group) were outliers in the post-intervention MAE score, thus, those
- 12 participants were deleted from the performance accuracy analysis. From the remaining
- participants (n = 31), performance results indicated no significant Group, F(3, 27) = 1.05, p > 1.05
- 14 .10, partial  $\eta^2 = .10$ , or Test main effect, F(1, 27) = 2.21, p > .10, partial  $\eta^2 = .08$ . There was also
- no significant interaction, F(3, 27) = 1.41, p > .10, partial  $\eta^2 = .10$ . Noteworthy is that the PPR
- and combined groups improved accuracy the most (see Table 1 for descriptive statistics).

#### \*\*Insert Table 1 here\*\*

#### **In-Game Performance**

- Analysis of in-game performance, via league scores, indicated no significant Group main
- effect, F(3, 29) = .22, p > .10, partial  $\eta^2 = .02$ , or significant Group × Test interaction, F(6, 58) =
- 21 1.04, p > .10, partial  $\eta^2 = .10$ . There was, however, a Test main effect, F(2, 58) = 3.60, p = .03,
- partial  $\eta^2 = .11$ . Pairwise comparisons indicated that league scores in the post-intervention (M =
- 23 184.76, SD = 17.37) and follow-up intervention tests (M = 184.53, SD = 16.76) were
- significantly different to performance scores in the pre-intervention test (M = 179.50, SD = 1.00)
- 25 19.73), with no significant difference between the post-intervention and follow-up intervention

#### tests. The difference in league averages was largely because of the intervention groups 1

2 improving their average after the intervention training in comparison to the control group.

**Interview Results** 

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4 The interview data were analysed through qualitative content analysis (see Schreier, 2012 for a review), which is a systematic means of describing a phenomenon, while identifying 5 6 relationships between concepts. The analytical process broadly followed the steps advocated by 7 Mayring (2010). That is, interviews were transcribed verbatim and read several times to ensure familiarisation. Thereafter, raw data quotations / phrases were extracted from the transcript, 8 9 providing pertinent examples of the perceived effect of PPR and POST on participants accuracy 10 and in-game performance. Any raw data quotations with similar meaning were subsequently 11 placed into overarching codes, which in turn were organized and collated further into sub-12 categories to construct an increasingly explicit representation of the participants' experience of 13 the intervention. During the analytical procedure, bracketing was employed. This process 14 involves the researcher becoming aware of any assumptions and predispositions of the subject 15 material they may have, and setting them aside to avoid them unduly influencing the research 16 outcomes (see Giorgi & Giorgi, 2003). Transcripts with the emergent codes / categories were 17 sent to the participants for member checking.

The interviews revealed seven over-arching themes regarding the perceived effect of PPR and five for POST. Several themes were similar for both PPR and POST (see Table 2 and Table 3 for summaries), with the effects of the routines independent of whether they were adopted as individual strategies or used in combination (i.e., the combined pre-post performance routine group). The themes included: performance, attentional and emotional control, self-awareness, self-confidence, motivation, a state of readiness (PPR only), and perceived control (PPR only).

### \*\*Insert Table 2 and 3 here\*\*

Of the 24 participants who were interviewed [n = 7 PPR; 8 POST; 9 combined], 23perceived the adoption of a routine (i.e., within the PRE, POST, or combined groups) had

1	improved their performance, primarily through increased consistency. For example, Bill <sup>1</sup>
2	explained, "I was stringing the strikes together more consistently because of the
3	routineInstead of getting 2 or 3 strikes in a row, I would be getting 5 or 6". Indeed, Tom
4	indicated the PPR maintained consistency by preventing catastrophic performances (i.e., a
5	considerable and dramatic decline in performance standard). For participants who had adopted a
6	POST, such consistency was associated closely with an increased effectiveness of identifying
7	and attending to required technical, target alignment adjustments. As summarized by Carl:
8	I used to just throw the balland if it was wrong just carry on doing the same thing, so it
9	would go downhill from there. Now, I go through the routine. If something was wrong, I
10	think what was wrong? And adjustI am definitely benefiting.
11	All participants from each group (i.e., PPR, POST, or combined), who perceived a
12	performance improvement, primarily attributed it to enhanced attentional and emotional control.
13	With regards to attention, the routines enhanced task-related focus. That is, the PPR encouraged
14	an external-narrow focus prior to and during skill execution (i.e., "I was probably more target
15	orientated in the last four weeks then I have been maybe in the last four years in the past my
16	measure would be okay, how well did I execute that shot"), while the POST initiated a focused
17	reflection on necessary target alignment adjustment after skill execution. This in turn allowed
18	participants to block out distractors that would have previously affected their performance
19	detrimentally (including anxiety-related thoughts and self-presentational concerns). Such
20	enhanced attentional control was considered particularly beneficial after a mental / performance
21	error. For example, Anna explained, "I have the [pre-performance] routine running though my
22	head, so I turn off from everything that's happening around mePreviously, I would be thinking
23	about what's going on around meand what I'm doing wrong". Another participant, Danielle
24	suggested that, "[after an error] instead of focusing on being a bad bowler whilst taking the next

<sup>1</sup> All participant names are pseudonyms.

throw...I'm thinking about the [pre-performance] routine...My thoughts are directed to re-1 focusing on that". Similarly, when discussing the POST, Cheryl explained, "I now focus on 2 something other than the emotions I may feel after the shot...So regardless of what's happened, I 3 would think about whether I executed that...whether I hit this....and that helps me stay focused 4 5 on the game". 6 Furthermore, 15 out of 16 participants who received a PPR [n = 7 PPR; 8 combined]7 identified it had improved their attentional control by either preventing the explicit monitoring of skill execution (i.e., directly focusing on the technique and attempting to consciously control the 8 9 skill execution), and / or enabling re-focus in-between shot attempts. Interestingly, 50% of 10 participants identified their routine had lowered their performance initially, due to the distraction 11 it caused. Thus, for many, perceived improvements only occurred once the routine was 12 embedded (after approximately two of the four intervention training weeks). Understandably, 13 participants in the combined pre-post performance routine group predominantly (though not 14 exclusively) required a longer period of time before they experienced the associated benefits of the routines. Notably, some of the combined group participants explained that they focused more 15 16 on the PPR during the routine training sessions than the POST, which may indicate that the PPR 17 was adhered to more than the POST, leading to the performance differences among groups. 18 The one participant, Simon, who perceived the PPR did not improve performance, 19 admitted he had not adhered to the PPR, was sceptical about psychological skills training, and 20 was uncomfortable using the Ipod during training: "...the Ipod thing, it just kept falling out [of 21 my ears], so I just gave up. I just couldn't do what it said. I don't think I've learnt anything to be 22 honest. It's [PPR] nothing that would benefit me." Curiously, though, Simon improved his 23 league average considerably after the intervention training (by 28 pins). 24 Concerning *emotional control*, most participants [n = 5 PPR; 7 POST; 7 combined]suggested the PPR and POST alleviated negative emotions (e.g., frustration & anxiety) while 25 26 encouraging positive emotional responses (e.g., relaxation). Sam, who adopted a PPR explained:

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1	and the opportunity to self-regulate emotions. As explained, "I'm taking the deep breath, and
2	then really thinking about my shot, and looking at my target. Instead of just getting up and
3	bowling and throwing bad shot after bad shot. It slowed me down." Likewise, Terry reported, "If
4	I'm a bit anxious, I tend to rush and that's when I miss. A pre-shot routine stops this".
5	Of the seven participants within the PPR group, five identified their performance had been
6	affected as a result of the routine raising their levels of perceived control. Sam offered a
7	summary of this process:
8	The routine is a set of rules to achieve a goal. You just focus on applying those rules
9	every time. It's like a protocol manual. No matter what the circumstancesor the lane
10	conditions that is the procedure. It is the best thing mentallyas you just focus on
11	thisIt makes me feel I am in control of what I am doing. I now know what I need to do,
12	and if I do it repeatedly, I'll have a good game.
13	Moreover, it was suggested that when a performance / mental error occurred, returning to focus
14	on the PPR tended to increase levels of perceived control over the situation, emotions, and
15	subsequent performance.
16	Finally, the data revealed that most participants within the PPR group also adopted their
17	own POST that was predominantly an evaluation of their PPR and shot execution. Likewise,
18	participants who were assigned to the POST group often developed a PPR that attended to the
19	outcome of their POST reflection (i.e., they focused on technical adjustments). Accordingly, the
20	qualitative data indicated a blurred line between the three participant groups, though recognizes
21	the independent perceived impact of a PPR and POST on the participants and their performance.
22	Discussion
23	The aim of this study was to examine the effect of a pre- and post-performance routine on
24	experienced ten-pin bowlers' accuracy and in-game performance. The findings indicated an
25	increase (albeit non-significantly) in performance accuracy from pre- to post-intervention
26	training for groups using the PPR. Critically, all intervention groups' in-game performance

- 2 and combined groups improved more than the POST group, inferring that the PPR may hold
- 3 primary responsibility for the performance effect, with the POST offering a supplementary
- 4 supporting role. Thus, the findings offer further, ecologically valid, empirical evidence that a
- 5 PPR can enhance athletic performance in a real world setting (Cotterill, 2010), and reinforce the
- 6 preliminary suggestion that POST contributes to optimal performance (Hill et al., 2010).

#### 7 Quantitative Performance Differences

8 For performance accuracy, those groups that were provided with the PPR training (in isolation or in combination with the POST) improved accuracy the most from pre- to post-10 intervention training, whereas the POST and control groups showed minimal accuracy changes. 11 These findings are similar to other PPR studies (e.g., Marlow et al., 1998) who found that using a 12 PPR improved accuracy on water polo penalty shooting accuracy. In their single-case design, 13 Marlow et al. found percentage improvements, rather than statistical significance, for the 14 participants who used the PPR. In the current study, where statistical significance could be 15 obtained, the PPR groups did not show significant changes in accuracy. However critically, the 16 intervention training had improved in-game performance from pre- to post-intervention, and also to the follow-up intervention test. Immediate in-game performance improvements were found in 17 18 the current study with further effects occurring at the four week follow-up intervention test. 19 Cohn et al. (1990) however, found no immediate improvements in performance but delayed 20 improvements four months later. The current research was the first to investigate the retention 21 effect of routines to determine the robustness of the training on in-game performance using a 22 larger sample, irrespective of performance measure (i.e., accuracy or in-game), rather than a 23 single-case design. In combination, using a PPR appears to help improve performance accuracy 24 and enhance in-game performance, as it acts as a mechanism for athletes to focus attention for 25 accuracy and within competition.

## l Qualitative Effects ACCEPTED MANUSCRIPT

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The quantitative results may be explained through the qualitative data, which indicated that although the PPR and POST affected performance through similar mechanisms (i.e., attentional and emotional control, self-awareness, self-confidence, and motivation) the exceptions were that the PPR (only) engendered a state of readiness and perceived control. As such, the PPR specifically prevented the participants from rushing the execution of their skill, enabled the planning of their response to the task, and allowed appropriate emotional adjustments to be made. Thus, as explained through Baumeister's (1997) work, the PPR in particular, affords athletes an opportunity to self-regulate, and organize the thoughts, feelings and actions required for optimizing psychological state and performance outcome. Moreover, the PPR was exclusively found to increase the participants' sense of perceived control prior to the task. This result is important, for a sense of perceive control over emotions and the environmental demands (see Chen & Singer, 2002) is known to encourage clutch performance (Otten, 2009), alleviate performance failure (Hill et al., 2011), and may allow athletes to manage their anxiety symptoms more effectively (Hanton, O'Brien, & Mellalieu, 2003). All of which are apparent in this study. Irrespective of group allocation, participants perceived the PPR and POST enhanced ingame performance as a result of improved consistency. That is, fluctuations in performance levels were minimized, and there appeared to be less 'catastrophic' performances. Therefore, although the study does support the claim that performance routines are effective in improving performance under perceived pressure, it identifies this may be achieved principally through the maintenance of expected performance standards *throughout* the game / competition. The qualitative data revealed that for the most part, performance effects were perceived to be due to enhanced attentional control. That is, the PPR and POST enabled the athletes to focus on the task at hand, re-focus in between shots / games, and block distractors (e.g., organizational and competitive stressors). Such positive performance effects for the current study support other researchers (e.g., Cohn et al., 1990; Cotterill et al., 2010) findings regarding attentional control.

Critically, the PPR was also considered to encourage an external-narrow focus on the target, 1 2 which is necessary for optimizing performance (Wulf, Shea, & Park, 2001). Moreover, the PPR also prevented certain participants from focusing on, and adjusting their technique during skill 3 execution. With explicit monitoring associated strongly with choking under pressure (see 4 Beilock & Gray, 2007), this finding indicates that a PPR may be of use to athletes vulnerable to 5 choking (Hill et al., 2011; Mesagno et al., 2008; Mesagno & Mullane-Grant, 2010). Using a PPR 6 7 to prevent choking via the explicit monitoring hypothesis is a new suggestion / finding to current 8 theory matched choking intervention research, which indicates that a PPR should mainly be used 9 for athletes who experience choking through distraction-based models (Mesagno et al., 2008; 10 Mesagno & Mullane-Grant, 2010). While the POST preserved a task focus during performance, 11 it was identified as being a particularly important tool in the maintenance of attention after a 12 performance error. This finding is similar to Hill et al. (2010), who also found that a POST 13 enhanced attention after a performance error within their sample of golfers. 14 Several participants however, found implementing the performance routines distracting during the first two weeks (approximately) of competition, and so initially, the performance 15 16 routines were perceived to influence performance detrimentally. This was particularly relevant 17 for the combined group because the information being learned was twice that of other groups. Accordingly, having to learn both routines simultaneously might have been overwhelming for 18 19 the athletes. This is similar to Hill et al. (2011), whose participants took approximately four 20 weeks to implement fully a pre- and post-performance routine, along with several other strategies 21 (e.g., imagery). In contrast, however, Mesagno and colleagues (Mesagno et al., 2008; Mesagno 22 & Mullane-Grant, 2010) found immediate performance accuracy under pressure for participants 23 who were only provided a short (i.e., less than 30 minutes) performance routine training session. 24 It is possible that in the current study, the use of a recorded message on an Ipod (to prompt 25 completion of the performance routine), may have been distracting initially, and caused a

delayed learning response. Practitioners should therefore, remain mindful of this response when

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1 introducing performance routines to athletes, and ensure the strategy is embedded fully prior to

2 competition. Moreover, other forms of routine delivery should be considered that may include an

3 imagery script or video observation.

4 Both the PPR and POST were considered by participants to facilitate emotional control, which contributed to their improved in-game performance under perceived pressure. Both 5 6 routines appeared to encourage positive affect and minimize negative affect. Namely, the PPR 7 was effective in lowering participants' arousal levels and increasing relaxation (Boutcher & 8 Crews, 1987), while also reducing the intensity of their anxiety symptoms by promoting a task-9 focus that blocked anxiety-related cognitions / emotions (see Hazell, Cotterill, & Hill, 2014). 10 Importantly, however, this study identified the critical role that the POST plays in controlling 11 emotions effectively after a performance error, by preventing frustration in particular. As such, 12 an immediate constructive reflection of errors may improve performance, not just as a result of 13 informing relevant technical adjustments required, but also through the maintenance of emotional control. 14

15 The PPR was perceived to improve participants' performance within the current study 16 through perceptions of enhanced self-confidence, which supports other researcher's findings 17 (e.g., Cohen et al., 1990). The PPR and POST both led to raised expectations of successful performance as participants began to trust the routines would facilitate effective in-game 18 performance. Subsequently, it appeared that participants became more focused on executing the 19 20 routines during performance, and less concerned with the performance outcome. It can be 21 inferred therefore, that the PPR and POST may have afforded higher levels of confidence as a 22 result of the sense of control gained over their performance, through achieving a more process, 23 rather than outcome focus (see Kingston & Wilson, 2009). In addition, similarly to Hill et al. 24 (2010), this study found the POST protected the participants' self-confidence, by ensuring the 25 reflection of errors was constructive, and so self-criticism was minimized.

#### With the exception of Beauchamp et al. (1996), the impact of performance routines on

motivation has received limited research attention. The findings from this study offer an indication that both the PPR and POST may enhance athletes' levels of motivation, which manifests itself with increased persistence after errors. In this case, participants chose to persist, rather than withdraw effort after mistakes because the routine provided them with a focus they

considered could help regain performance standards.

Finally, an interesting finding was that several participants acknowledged that the routines, and in particular the POST, encouraged a greater level of self-awareness. They were able to recognize, through constructive reflection, the reasons for performance errors, and thus their technical adjustments were more effective and performance improved subsequently. This finding appears to align with Zimmerman's self-regulation theory (2000), which suggests there are three cyclical phases of self-regulation; namely, a forethought phase (goal setting and planning), a performance phase (using strategies to improve learning), and a reflection phase (adopting strategies to evaluate different parts of the performance after learning). It is acknowledged that each phase will encourage individuals to become increasingly self-aware, goal-oriented, and problem-focused, and more likely to achieve their goals as a result. Thus, whilst the POST was designed initially to encourage reflection (only) within the current study, it would appear it also stimulated participants to engage with the forethought and performance phase, and thereby encourage effective self-regulation and the development of sporting expertise (see Kitsantas & Zimmerman, 2002).

As an aside, while it may be suggested that raised self-awareness can induce choking through explicit monitoring, it was not found to be the case within this study (indirectly from the interviews). As summarized by Carr (in press), post-performance reflection may aid the performance of an established (i.e., automatic) skill, if it is aimed specifically at repairing technical and / or performance errors. Moreover, and critically, the post-performance routine adopted within the current study was designed to encourage focus on target alignment

adjustments prior to the skill execution, and therefore was unlikely to interfere with skill

2 execution.

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#### **Limitations and Future Research**

4 We attempted to control for confounding variables, however, we understand there may be 5 some limitations, which researchers should consider when exploring the effect of routines on 6 athletic performance in future. Firstly, the number of league games obtained may not provide an 7 accurate determination of league averages. Tenpin Bowling Australia guidelines indicate that 24 8 games is an appropriate number of games to establish a reliable league average, however, we 9 decided on 12 games because we wanted the number of league games and intervention games to 10 be consistent. Secondly, it is possible that the use of an Ipod with a recorded message of the 11 performance routine(s) from the lead author, may have delayed participant learning and 12 encouraged distraction initially. Researchers should consider asking participants to generate their 13 own voice recording to prompt each stage of their PPR and POST to decrease distraction. 14 Thirdly, it became apparent during the interviews that participants within the PPR and POST 15 groups had also spontaneously adopted POST and PPR's, respectively. Indeed, it is highly likely that the control group also contained individuals who possessed their own PPR and POST. 16 17 Therefore, it remains challenging to establish objectively and with certainty, the extent / size of 18 effect that each discrete routine had on performance. However, in this study, the qualitative data 19 identified a distinctive perceived effect the PPR and POST had on performance, reinforcing the 20 advantages of the mixed method approach adopted. 21 Future research should continue to investigate PPR, but also expand the POST literature 22 For example, a clearer understanding of whether POST are used (and their function) in sport 23 generally to differentiate their benefits. Furthermore, it is not possible to generalize these POST 24 findings, and to assume the same routine can impact athletic performance within other sports, 25 considering this was a bowling specific POST. Thus, future research could differentiate between 26 the effectiveness of other POSTs such as those using behaviours, other cognitions, or emotional

2 further, in order to achieve optimal benefit.

#### **Summary and Conclusion**

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4 The current study was the first to investigate quantitative and qualitative differences in PPR and POST training on accuracy and in-game performance. This unique mixed-method 5 6 design contributes considerably to the extant literature by providing further evidence that both 7 PPR and POST training can improve performance standards within real-world (arguably more pressurized) situations. Furthermore, we have extended the PPR literature to include POST 8 9 training as a means of improving in-game performance, even though this sport-specific PPR did 10 not improve accuracy. We found additional evidence that PPR are effective in improving, but 11 extended this to confirm that in-game performance was improved through an improvement in 12 increased accuracy. The qualitative data has provided an indication of the mechanisms which 13 were responsible for this effect. That is, both the PPR and POST enhanced performance through increased consistency, which was the result of improving the participants' focus, emotional 14 15 control, self-confidence, motivation and self-awareness. Accordingly, the findings of this study 16 can be of considerable value to practitioners working with athletes who perform under 17 competitive pressure.

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## 1 Table 1.

# ACCEPTED MANUSCRIPT

- 2 Mean and Standard Deviation (SD) for accuracy (Mean Absolute Error- MAE) and in-game
- 3 performance scores (league average) pre- and post- intervention for the different groups.

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	Reported League	Pre-	Post-	Mean (SD)- Pre-	Mean (SD)- Post-	Mean (SD)- Follow-up
Group	Average	intervention	intervention	intervention	intervention	intervention
	(SD)	MAE (SD)	MAE (SD)	league	league	league
Combined	179.00	4.01	3.47	177.39	187.36	183.81
Combined	(16.09)	(1.62)	(1.43)	(18.68)	(17.85)	(10.69)
PPR	179.86	3.40	2.69	180.10	190.29	191.24
PPK	(23.60)	(1.08)	(0.60)	(29.12)	(19.84)	(20.84)
POST	177.38	2.97	3.24	179.38	181.39	185.06
1031	(10.99)	(0.47)	(0.84)	(6.30)	(6.06)	(12.30)
Control	179.89	3.54	3.30	181.26	180.95	179.56
Control	(17.10)	(0.84)	(0.78)	(22.99)	(22.35)	(21.99)

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## 2 The perceived effects of the PPR.

Overarching Category	Codes		
	Perceived improvements		
Performance	Increased consistency of performance, thoughts and emotions		
	Negative impact [predominantly short-term]		
Attentional and Emotional	Blocked / alleviated negative emotions		
	Improved task-related focus		
Control	Relaxation / lowered anxiety		
Self-	Increased ability to recognize and correct errors		
Awareness	Re-evaluate / recognition of mental training		
	Raised performance expectations		
Self-Confidence	Performance resilience		
	Slowed preparation and execution		
	Enabled planned skill execution		
State of Readiness	Emotional regulation		
Motivation	Increased persistence and effort		
Perceived Control	Over self, emotions an performance		

## 2 The perceived effects of the POST.

Codes		
Perceived improvements		
Increased consistency of performance, thoughts and emotions		
Effective / efficient technical adjustments		
Negative impact [short-term]		
Improved task and process -related focus		
Blocked / alleviated negative emotions		
Relaxation / lowered anxiety		
Increased ability to recognize and correct errors		
Recognize how to self-develop		
Raised performance expectations		
Constructive post-error reflection		
Increased persistence and effort		

- Pre-performance routines improve accuracy from pre- to post-intervention training.
- All training groups improved in-game performance from pre- and post-intervention.
- All training groups maintained performance levels at a follow-up intervention.
- Qualitative themes were similar for the pre- and post-performance routine groups.
- Readiness and control were also themes for the pre-performance routine groups.