



Winning With Fans

How brands can harness the power of sports fan motivations



BRAND GENETICS

LONDON . NEW YORK . RIO DE JANEIRO

The FIFA Football World Cup is the world's biggest sporting event and equally colossal in terms of advertising spend!



1.5 Billion

People watched the 2022 World Cup Final

\$1 BILLION

Spent on advertising by FIFA World Cup sponsors in the build up to the World Cup



**74.4
MILLION**

People liked Lionel Messi's World Cup Instagram post, making it the most liked post in Instagram's history

Like the Olympics, Superbowl and other major sporting events it represents a prime opportunity for brands – but also, a highly competitive one.

How can you cut through the noise to win with fans?

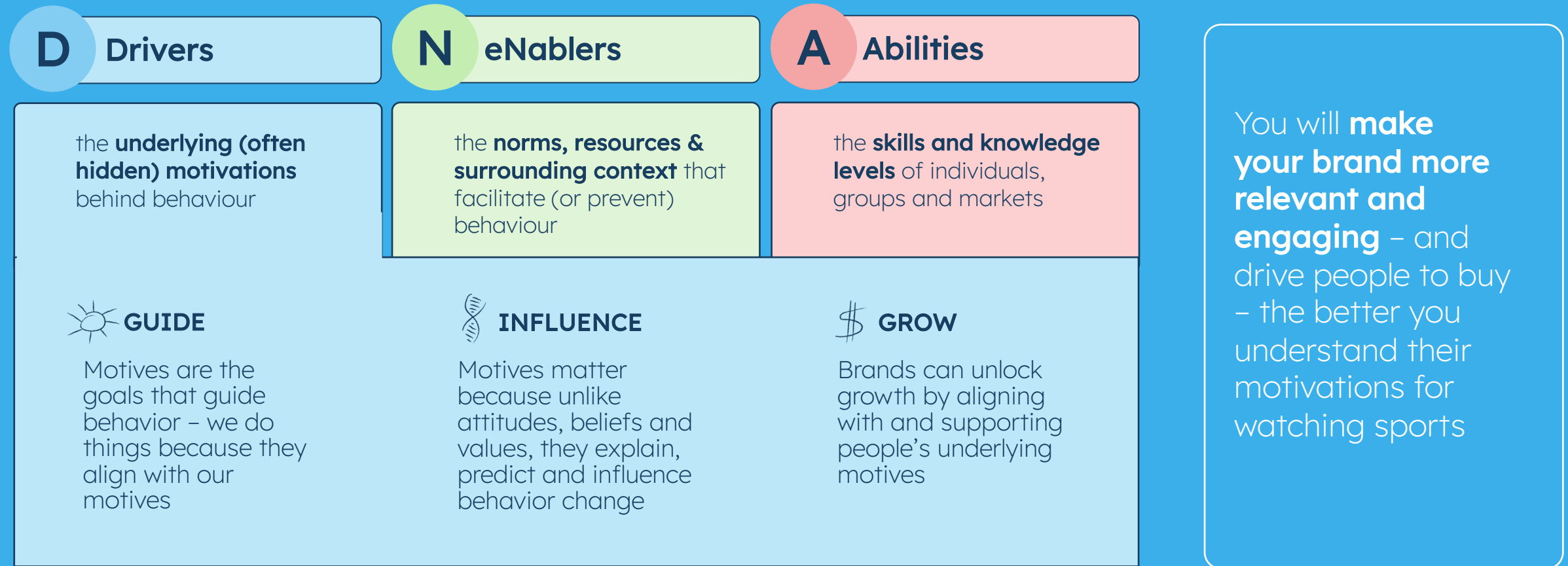
Brand Genetics conducted a deep dive into the evidence-based, expert endorsed behavioural science on the underlying motivations of sports fans.

We then explored how these motivations came to life during the FIFA World Cup 2022 – engaging real fans from Brazil, China, UK & US over the period of the tournament.



Behavioural science is your secret weapon

Consumer behaviour is a combination of their D.N.A. Understanding their underlying drivers - a.k.a their **motivations** - is critical to impact behaviour



Sports Fan Motivations

There are 8 globally validated drivers of sports fan behaviour



Entertainment



Eustress



Escapism



Aesthetic



**Group
Affiliation**



**Self-
Esteem**



Family



**Economic
Gains**



Three ways you can use motivations to help your brand win with sports fans!

1

Build relevance

Scope which motivations are most relevant to your target audience

2

Identify distinct spaces

Map the 'competition' against the motivations to identify distinctive spaces

3

Create engagement

See how the motivations come to life to inspire and guide engaging comms



ENTERTAINMENT

The drive to engage in sport for the **enjoyment of the performance, drama and energy** of the World Cup. In the same way some enjoy a film or TV show, others get an identical kick out of watching the game unfold.

⚽ How did this play out in the FWC 2022?

YEAR OF THE UNDERDOG



Saudi Arabia's early victory over Argentina ignited the underdog spirit of the World Cup. In China, turned to underdog narratives to get their entertainment kick

"Our team didn't qualify, but the story of the big upsets across the tournament is enough to get me in the spirit"

China Fan

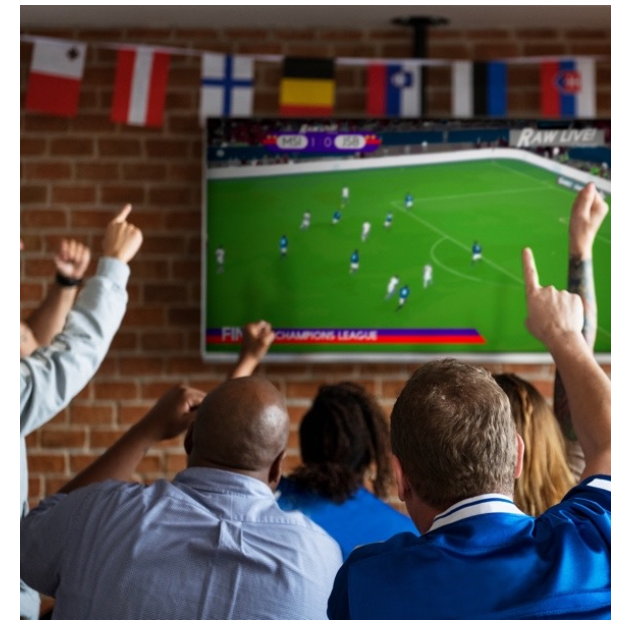
STARS & THE LIGHTS



Star players are often centre of the show. In the US, where 'tribalism' is less evident in football, fans were fixated on player narratives (old stars & emerging talents)

"I am most looking forward to what star shines, new players or stories I haven't heard."

USA Fan





Entertainment



Nike's
'footballverse'
ad focused on
football narratives
past, present and
future as it
brought to life the
debate on the
game's best-ever
players through a
match in the
metaverse





EUSTRESS

Widely referred to as “positive stress”, this is the drive to engage in sports fandom due to the emotional ups and downs. Think of this as the **‘watch between your fingers’ excitement** created by the unique jeopardy of live sport

⚽ How did this play out in the FWC 2022?

EXPLOSIVE EMOTION



Fans go through genuine pain, stress & struggle before the unbounded positivity of a goal or a full-time whistle when the tension is resolved

“The biggest difference at this stage is the fact the stakes are higher! It's so tense because we know that even just one small mistake could mean going home”

China Fan



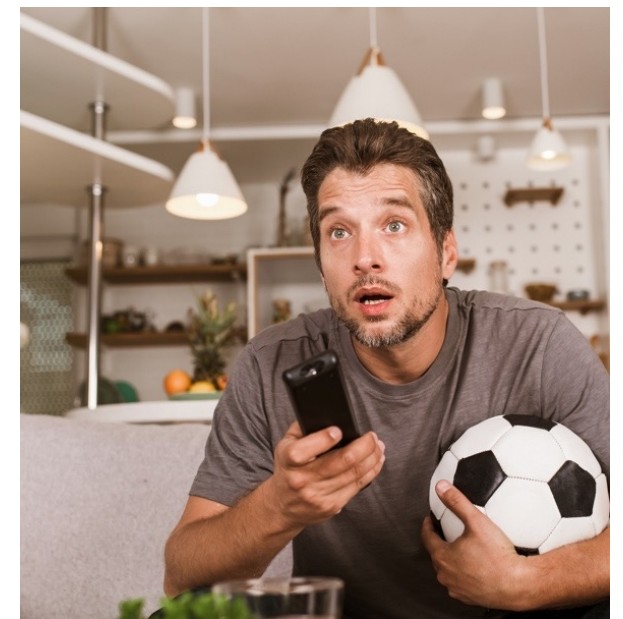
INFECTIOUS



‘Fringe fans’ & even non-football fans in England couldn’t help but become caught up in the highly engaging peaks of drama – they’re just as nervous as the rest, literally on the edge (or off) their seat!

“Standing in front of the TV, anxious. Even my Mum was unable to sit!”

England Fan





Eustress



Budweiser latched onto the nerves, anticipation and tension of the pre-match walk out in their 2022 World Cup campaign, using the tunnel to own their place within the Eustress journey.





ESCAPISM

A rare opportunity to break away from daily life's struggles and indulge in a past-time or hobby shared by millions

⚽ How did this play out in the FWC 2022?

TIME-ZONE



Fans adopted rituals & found creative ways to watch matches. In China, we saw fans gathered in hotel rooms in an organised attempt to catch late kick-offs without disturbing loved ones at home

"There's a hotel nearby where someone has organised to screen the games that kick off late at night!"

China Fan



ESCAPE STRUGGLE



Fans looked to the World Cup as an outlet, a chance to escape current struggles & offer hope – often this means escaping the 'daily routine'

"Well, our first match is today at 1pm so everyone is at work - but I'm off today so will watch at home with my son dressed in red & celebrate with a nice meal"

England Fan





ESCAPISM

Coca-Cola

Coca Cola created an immersive and uplifting visual world through use of confetti and invigorating sounds in their ad 'Street' – part of their 'Believing is Magic' campaign





AESTHETIC

Derived from appreciating the beauty and perfection of the athleticism on show. There is a reason we know it as the 'beautiful game', right?

⚽ How did this play out in the FWC 2022?

CINEMATIC VIEWING



Fans need space & focus to appreciate – the environment is key. Many fans in England favoured a more 'cinematic' in-home viewing experience to appreciate the spectacle

"I 100% prefer being at home or a friend's house with friends of family for the group stages as you can properly watch the games instead of someone blocking you or standing in your way"
England Fan



LOWER STAKES, MORE AESTHETICS



During the early stages of the tournament when stakes are lower - people were more willing to forgo the big crowds & atmosphere to closely appreciate the action

"Due to work I recorded it on DVR and will watch it after work alone where I can properly focus"
USA Fan





LOUIS VUITTON

Louis Vuitton displayed the beauty and intensity of the World Cup through a smart new narrative with its 'Victory is a State of Mind' campaign.





GROUP AFFILIATION

Forging deeper bonds with friends, the nation, or whoever else we are watching with. It's that drive to create shared moments and to be amongst the crowd - anything that allows us to strengthen social links

⚽ How did this play out in the FWC 2022?

FOMOOF (fear of missing out on football) 🇬🇧 🇺🇸 🇧🇷

There's genuine despair when they aren't with their crew to share historical moments (both highs & lows)

"Due to work I recorded it on DVR and will watch it after work alone where I can properly focus"
USA Fan



ONLINE TRIBES 🇧🇷 🇬🇧 🇺🇸 🇨🇳

Fans connected via online messaging or social media platforms to live through the highs and lows of the match with loved ones who are watching in different pubs, different cities or even different countries

"I usually like goals, but Morocco were amazing to watch, despite it being 0-0! "
England Fan





GROUP AFFILIATION



In China, where kick off times spilled into the night, Douyin enabled fans to participate in real-time conversations and celebrate the biggest moments together through the app's comments section of their livestream.





SELF-ESTEEM

Sport is a core part of many fans' identity. As a result, the feeling of pride and ego when your team comes out on top is linked to our own self perception. That halo effect when your team is on top drives engagement and some unique behaviours

⚽ How did this play out in the FWC 2022?

NATIONAL PRIDE REDEFINED



Fans wear country's colours, it becomes celebrated, inclusive and acceptable to the masses - significantly more permissible than on regular team level

"Different to normal, the WC made me wear my country jersey, buy accessories, dress with my family and get together to watch the games – this really only happens during the World Cup."

Brazil Fan



SECOND HOME TEAM



Some fans choose to support an alternative country to keep their hopes up – but this also raises the stakes. In China, fans who chose to support a team put themselves at risk of the ultimate disappointment

"We're used to following teams from different countries, so I think it's normal to get behind a different country too"
China Fan





SELF-ESTEEM

Hisense

Hisense's FWC ad slogan, which translates as 'China first, the world second' caused a Western media stir. But its true meaning was well-interpreted in China (highlighting the origins of the Hisense brand) - promoting a shared identity and sense of belonging, helping reinforce unity





FAMILY

Sport is an enjoyable excuse to spend time with loved ones, creating memories and bringing the family closer. Especially in families with young children, where the love for sports can be passed from one generation to another

⚽ How did this play out in the FWC 2022?

NOSTALGIA



The World Cup is nostalgia-heavy – fans recall memories and past experiences and look to recreate them. Certain rituals, such as watching it with your kids, become engrained

“We always celebrate the WC by meeting with friends and family, cheering together a lot! Whether it's a lunch, barbecue or meeting up at a bar.”
Brazil Fan



ROOT FOR YOUR ROOTS



In the US, it's not uncommon for fans to root for their country of heritage if their country of citizenship is eliminated

“The Netherlands is usually my back up team because I have Dutch heritage”
USA Fan





Adidas' latest addition to their 'Impossible is Nothing' ad roster riffs on the idea of the World Cup as a 'family reunion', successfully bringing people back together in a way that resembles the 'good times' from childhood





ECONOMIC GAINS

Sometimes it's the potential economic gains that provides the motivation for fans to get involved with sport. This can also lend itself to the other motivations... Group Affiliation & Eustress for example.

⚽ How did this play out in the FWC 2022?

RAISING THE STAKES



Fans lacked motivation after their team was knocked out (or didn't qualify) – so find ways to add layers of excitement to the viewing experience. Betting helps to find excitement in the potential for financial gain (or loss)

“Everyone gets involved with the sweepstake and lottery during the World Cup, even our boss. We'll spend lunch times discussing how to win the most money and which teams to bet on.”
England Fan



A WAY TO BE INCLUDED



Fans used sweepstakes and wages amongst friends and colleagues to be part of the crowd, boosting their group affiliation motive by being in it together

“Watching in bars, chatting with friends, buying lottery tickets together - always fun when the World Cup is on”
China Fan





ECONOMIC GAINS



British beer brand Jubel ran their witty ‘Jubellingham’ campaign during the group stages, raising the stakes of its home nation’s World Cup games by giving out a free beer in pubs for every goal Jude Bellingham scored



BRAND GENETICS IN ACTION



LAYS IN ASIA

We helped PepsiCo understand how they best leverage their UCL sponsorship assets, gauging the resonance of specific motivational drivers and barriers, as well as the appeal of current Pepsi comms and activations in three key Asian markets, to ensure their social brands own share in the football occasion



BUD WORLD CUP

We uncovered foundational consumer insight, based on deep human / cultural truths, to help ensure Budweiser's 2022 FWC campaign not only drove sales, but also generated a meaningful connection for consumers with the brand purpose and creative



CORONA OLYMPIC SPONSORSHIP

We helped AB InBev understand how to best leverage their Olympic sponsorship for Corona Cero, exploring the resonance of new creative routes via deep motive mapping in the UK and Brazil, to ensure an authentic, ownable brand presence that connects with consumers and establishes leadership in the no-alcohol beer category



BRAND GENETICS

LONDON . NEW YORK . RIO DE JANEIRO

Unlock the power of motivations to drive brand growth

At Brand Genetics we are experts in harnessing the power of
human motivations to unlock brand growth.

If you want to learn more about how to use these motivations to
help your brand win with sports fans we can help.

CLICK HERE TO GET IN TOUCH

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