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Title:

The job profile of the player's agent in professional soccer

A social science study of the professional group considering the relations and the influence within the social system of soccer

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Summary

The job profile of the player's agent is in spite of the importance for the professional football a research field which isn't attended by the science. The aim of this paper is to construct a complete and interdisciplinary picture of the Player's Agents sector. To achieve this aim it was used four key aspects. At first the description and definition of the job profile is used. To analyze the whole structure of the player's agents market it was be used a descriptive analysis. Further on this study shows the importance, the relationships, the influence and the networks of player's agents in the field of the professional soccer. The last key aspect pointed out the situation of the examination of player's agents. To realize this target we constructed seven hypotheses:

1. The market for Player Agents is international!
2. The market for professional soccer players is controlled by a few agents!
3. The Player's Agent is an elementary part of the professional soccer market!
4. The influence of player agents to the professional soccer and particularly to the clubs is high!
5. The intensities of the personal relationship between the player's agent and his soccer player are very high!
6. A large personally network is the most important determinant for the success of an player's agent!
7. The Player's Agent examination as a qualification for the job as an agent is insufficient!

This study consists of two parts. At first the theoretical research and second the empirical analysis. The results of the theoretical research build the basis of the empirical analysis. The theoretical part consists of three parts. At first the social system of the professional soccer is analyzed. Further on the players agent in this system was described and reviewed. To complete this theoretical part the social networks in this context were considered. The findings of theoretical basics build the basis for the empirical analysis. The empirical analysis is divided in a quantitative and a qualitative part. Between this parts the cluster analysis is an important step to increase the relevance of the Interviews with the experts.

The combination of all aspects and findings are important to test the hypothesis and to point out a first picture of the job profile of a player's agent.

This paper shows that the player's agent becoming a main part of the professional football and the development of it is in a relation to the social development and the Europeanization. This report pointed out that national frontiers are no longer a factor which restrict the work of the agents and that the market is controlled by a few agents. Especially in the 1. and 2. Bundesliga. The relationship between the protagonists is very closely and the possibility to take influence is given. The basis of this job is the ability to construct and to foster his network. The status of the education of the player's agent is not adequate for the requirements of this job. With the results of this paper it is possible to construct more questions which are more relevant for the praxis.