

SESSION 10

Slide 1: Working title: “Match-fixing Education & Training Tool”

FIX THE FIXING

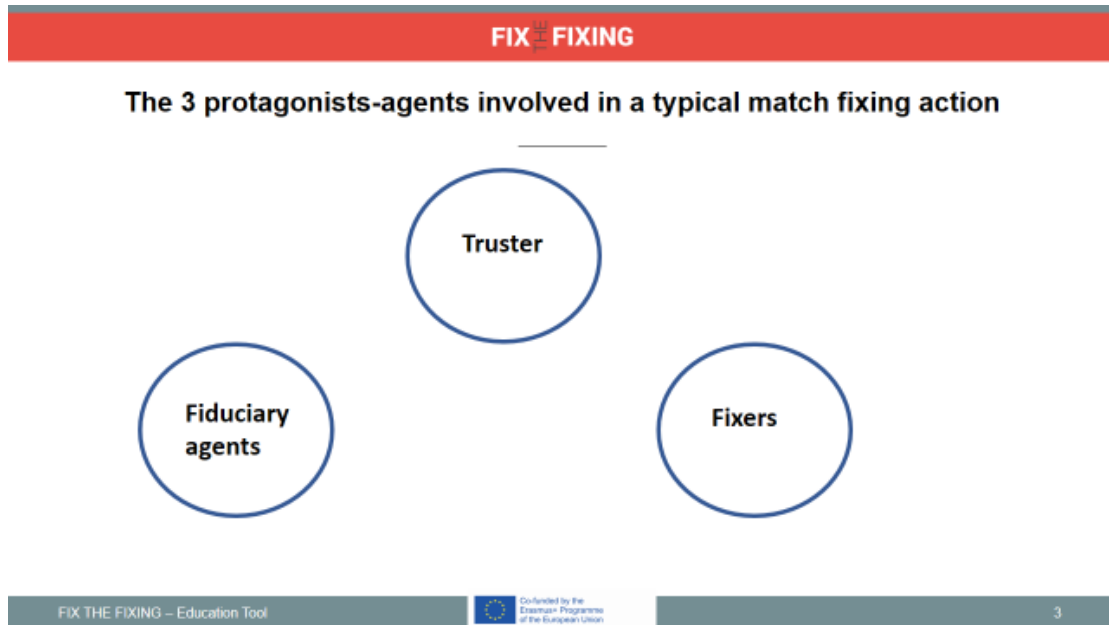
Working title: “Match-fixing Education & Training Tool”

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Slide 2: Type of approach towards match fixing – The 3 protagonists-agents involved in a typical match fixing action



How to:

Tutors analyze the meaning of **truster**, **Fiduciary agents** and **Fixers**.

Suggested wording:

Truster: The person that lays their trust in somebody. In the case of match fixing these are the spectators, league officials or honest gamblers who trust that the players and referees are being honest.

Fiduciary agents: They are responsible for carrying out the action in an honest way, in this case the players and the referees. "Corruptee" If they have been bribed. The players, referees or officials who might be induced to underperform are called "corruptees".

Fixers: They are trying to get the fiduciary agents to act in a dishonest fashion. Thus anybody who is trying to bribe a player, referee or official to under-perform in a match is called a fixer, regardless of whether they are connected to a betting ring or organized crime or are simply from another team.

Slide 3: Type of approach towards match fixing – Techniques/separate stages to establish a successful fix

FIX THE FIXING

Techniques/separate stages to establish a successful fix

*A fixer first establishes an effective network
by using a prominent player as his “project manager”.*

This player set up a network amongst his teammates. To establish this relationship the fixer follows a pattern of 5 distinct stages :

1. Access
2. Set up
3. Order the fixing
4. Performance
5. Payment

How to:

Tutors should encourage learners to identify the separate stages to establish a successful fix.

Before you display the definition of each stage below, interactively ask the learners to develop a description for each one in a 3-5 minutes self-study approach.

Slide 4: Type of approach towards match fixing – Techniques/separate stages to establish a successful fix: ACCESS

FIX THE FIXING

Techniques/separate stages to establish a successful fix: ACCESS

Negotiate access to at least one influential player.

➤ Direct contact

➤ Runner-arranged contact

How to:

How is access to at an influential player achieved?

Distinguish direct contact from runner-arranged contact.

Suggested wording:

Direct contact: match fixers approach players at a bar or club sport field, team club, hotel lobby, corridor, prostitutes to establish a connection between the players, pretend to be journalists, interview with a player

Runner-arranged contact: match fixers employ agents, known as “runners,” to ensure access between them and the players. This is a very common practice; because, depending on the levels of trust between corruptor and agent, it is quicker to ensure and protects the corruptor from detection.

Slide 5: Type of approach towards match fixing – Techniques/separate stages to establish a successful fix: SET UP

FIX THE FIXING

Techniques/separate stages to establish a successful fix: SET UP

- 1st STRATEGY
Fast, direct approaches (leagues of high corruption)
- 2nd STRATEGY
Counterfeit intimacy (leagues of low corruption)

How to:

What are the strategies to set up a fixing match? Ensure that all learners are involved in the discussion and ask them to suggest strategies.

Suggested questions:

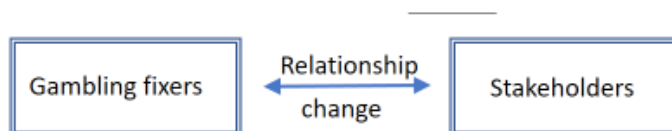
What is the language of fixing matches?

Have you ever heard about the personal code that fixers and athletes use?

Slide 6: Type of approach towards match fixing – Techniques/separate stages to establish a successful fix: ORDER THE FIXING

FIX THE FIXING

Techniques/separate stages to establish a successful fix: ORDER THE FIXING



- When does the relationship change?
- Why does the relationship change?
- What are the tactics of gambling fixers?

How to:

Initiate discussion by answering the questions. Encourage learners to describe their relevant experiences.

Slide 7: Type of approach towards match fixing – Techniques/separate stages to establish a successful fix: PERFORMANCE

FIX THE FIXING

Techniques/separate stages to establish a successful fix: PERFORMANCE

*Now it is only up to the players to
deliver the right result.*

- ? How can players deliberately lose the match?
- ? How can players ensure that spectators, referee, team officials or fellow players do not notice what they are doing?

Types of match-fixing performance:

- ✓ Passive
- ✓ Active

How to:

Identify the principal constraints for players in ensuring a match-fixing. The above questions will help learners.

What are the types of performance related to match-fixing?

Suggest wording:

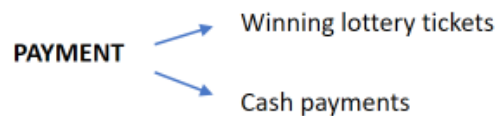
ACTIVE It is not so difficult for outsiders to recognize if a fix is occurring.

PASSIVE with Deceptive Mimicry, when the under-performing players not only have to play badly, they also have to pretend to be playing to the best of their ability.

Slide 8: Type of approach towards match fixing – Techniques/separate stages to establish a successful fix: PERFORMANCE

FIX THE FIXING

Techniques/separate stages to establish a successful fix: PAYMENT



Cash payments in 3 stages to the players:

In advance (before the game).

Main payment (after the game)

Psychological form of payment ("gifts" along with the payment)

How to:

Give information to the learners about the two ways of payment.

Suggested information:

Winning lottery tickets: The corruptors would buy the tickets from the winners, and then give the tickets to the players who had fixed the matches so that they could claim that the money had been won legitimately.

When are the players who fixed a match paid?

What are the "gifts" along with the payment?

Suggested wording: gifts such as women or fast cars or holiday packs

Slide 9: Type of approach towards match fixing - ATHLETE'S PERSPECTIVE: 4 STEPS OF MANIPULATION

FIX THE FIXING

Type of approach towards match fixing

ATHLETE'S PERSPECTIVE: 4 STEPS OF MANIPULATION



How to:

Overview of the steps of manipulation. Tutors should encourage learners to describe the steps.

Slide 10: Type of approach towards match fixing - ATHLETE'S PERSPECTIVE: 1 STEP OF MANIPULATION

FIX THE FIXING

Type of approach towards match fixing

ATHLETE'S PERSPECTIVE: 1 STEP OF MANIPULATION



CONTACT

How to:

Explanation and suggested wording:

“I would like to give you a general idea how the match-fixing process or manipulation process might come in your life. In most cases there is an initial first contact. Somebody will contact you and ask you if you are interested in match-fixing.”

Slide 11: Type of approach towards match fixing – 1st STEP OF MANIPULATION: Contact

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1st STEP OF MANIPULATION: Contact

- **Social Media**
mail - Facebook – Twitter - LinkedIn – Instagram – forums – blogs
- **Tele-com Devices**
Cell phone - telephone - sms
- **Live - Face to face**
field of play – gym – café – bar – restaurant – club
- **Through third party**
friend, colleague, mate, buddy, relatives, family other player, athlete support
staff- coach, executive, physio

How to:

Reflect on the following questions: How is the contact achieved? Give examples.

Which is the most effective way of contact? Discuss.

Slide 12: Type of approach towards match fixing - ATHLETE'S PERSPECTIVE: 2 STEP OF MANIPULATION

FIX THE FIXING

Type of approach towards match fixing

ATHLETE'S PERSPECTIVE: 2 STEP OF MANIPULATION



OFFER

How to:

Explanation and suggested wording:

Followed by a concrete offer. Talking about an offer I mean that you are offered money for not doing your professional job on the pitch, field, court, ice rink, etc. or to underperform or just for not doing your best in your sport. Those two stages (contact and offer) are highlighted green like traffic lights because if you do the right thing in these two stages you can smoothly get out of such situations. You could easily say NO and leave. It's important to refuse such offers, concentrate on your sport and that's it.

Slide 13: Type of approach towards match fixing – 2nd STEP OF MANIPULATION: Offer

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2nd STEP OF MANIPULATION: Offer

HOW

- ✓ Direct
- ✓ Indirect
- ✓ Cash
- ✓ Gifts and Goodies

WHEN

- ✓ IN advance – Before the sport event game match
- ✓ Post time – After the sport in event game match
- ✓ During a period of time – long term “salary”/seasonal

How to:

How the fixers make an offer to the players?

Identify the ways to offer and give examples.

When the fixers make an offer to the players?

Ensure that all learners participate in the discussion. To encourage them ask for their experiences.

Slide 14: Type of approach towards match fixing - ATHLETE'S PERSPECTIVE: 3 STEP OF MANIPULATION

FIX THE FIXING

Type of approach towards match fixing

ATHLETE'S PERSPECTIVE: 3 STEP OF MANIPULATION



ACCEPTANCE

How to:

Explanation and suggested wording:

Once you accept an offer it becomes a really tricky situation because you are running the risk of being pressured and/or blackmailed. Does everybody understand what blackmailing means? Blackmailing means an exertion of pressure or threats, especially unfairly, in an attempt to influence someone's actions and behaviour. In the most cases it's the act of attempting to obtain money by intimidation as by threats to disclose discreditable information. It's a very tough situation also from a psychological point of view.

Slide 15: Type of approach towards match fixing – 3rd STEP OF MANIPULATION: Acceptance

FIX THE FIXING

3rd STEP OF MANIPULATION: Acceptance

- Trap
- No way out
- No way back
- Part of the fixing procedure
- Gang member

How to:

Discuss on how is the acceptance to fix a match achieved.

Slide 16: Type of approach towards match fixing - ATHLETE'S PERSPECTIVE: 4 STEP OF MANIPULATION

FIX THE FIXING

Type of approach towards match fixing

ATHLETE'S PERSPECTIVE: 4 STEP OF MANIPULATION



ON-PITCH DELIVERY

How to:

Explanation and suggested wording:

The problem then is that you have to deliver on the pitch, field, court, ice rink etc. what you have agreed on to do in advance.”

Slide 17: Type of approach towards match fixing – 4rth STEP OF MANIPULATION: On pitch delivery

FIX THE FIXING

4rth STEP OF MANIPULATION: On pitch delivery

- Decreased performance
- Abnormal performance
- Increased performance
- Self – Injury
- Shift from tactics
- No teamwork
- Violation of the rules of the game event match

How to:

Once the player makes the decision to fix the match, what does he do on pitch? Discuss.


Tutors can display videos of such cases.

Slide 18: Type of approach towards match fixing - CASE STUDY #1: DOMINIQUE TABOGA

FIX FIXING

Type of approach towards match fixing

CASE STUDY #1:
DOMINIQUE
TABOGA



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How to:

Video:

Interactively ask the audience/the learners for their opinion/assessment of the scene. Penalty YES/NO? What was possibly manipulated and who was manipulating? Role of the referee? ✉ Then explain the background and the circumstances of this attempted match-fixing situation;

Background information and suggested wording:

“So what is your opinion concerning this video? What do you think about it? What was manipulated in that game?”

The guy you saw in the white jersey and who committed the foul was Dominique Taboga and he was playing for a first division team in the Austrian Bundesliga called SV Scholz Grödig. It was a game against FC Red Bull Salzburg. Maybe you’ve heard about this club in the media. We know from the criminal proceedings that Taboga did this foul on purpose because he badly needed at least one penalty to be awarded in this game. The reason for this was that he and his backers had placed bets on the single event that in this game at least one penalty would be awarded. What is also interesting is that the penalty was in fact not

awarded by the referee Alexander Harkam. I (tutor) have never been a professional football player myself but I've been playing football for more than xy years in a club now and for me that was a clear penalty without any doubts. So Dominique Taboga delivered perfectly but in the end wasn't successful with the fix because of the referee. What we learned from this scene is that it takes at least some attempts to get the result you want to reach through your manipulation. I'm not telling you that to give you any advice how to manipulate games but to show you it's not that easy."

Again and again stress that this clip reflects professional football, the highest league in Austria;

Suggestion for presentation: "In order to give you an impression how match-fixing looks like on a real football pitch today, let's have a look..."

After completion of the video:

"It is very important/crucial for you to understand that things are real. In other words we are talking about professional football/professional sports which is fixed and/or corrupted.

(It was no 5th or 6th league match we have just seen in this videos but professional sport, the highest football league in Austria.). We will come back to this case study later and discuss the consequences of match-fixing for involved players."

Slide 19: Type of approach towards match fixing - CASE STUDY #1: DOMINIQUE TABOGA

FIX THE FIXING

COERCION

Types of coercion

- **Violence:** refers to an actual incident of physical force
- **Menace:** happens when players are threatened with force
- **Intimidation:** happens when players indicate they are frightened or perceive a threat of some kind from the corruptors.

How to:

- Describe the three types of coercion. Give examples.
- The tutor should initiate a discussion and bring participants on board by facilitating an interactive discussion on the key points of coercion. Suggested key points:
 - Players are, generally, not coerced into match fixing by gambling corruptors. an alibi created by the players to cover their willing involvement.
 - Rather the violence occurs once they have agreed to fix a match and they attempt to renege on the deal.
 - Internal fixers (team officials) are more likely to engage in violence against their players than gambling corruptors.

Slide 20: Type of approach towards match fixing – ASSUMPTIONS

FIX THE FIXING

ASSUMPTIONS

- Why do players fix matches?
 - Are they forced?
 - Do they want money?
- Younger or older players are the most vulnerable to fix matches? Why?

How to:

Suggest *reasons to fix a match*. Highlight the role of *money*.

Assumptions are: giddiness / financial problems / poverty / unpaid from their club

The tutor should initiate a discussion and bring participants on board by facilitating an interactive discussion.

Slide 21: Type of approach towards match fixing – Which player would fix a match?

FIX THE FIXING

Which player would fix a match?

➔ Various positions on the field of play

Players in team sports or individual sports ←

The strategies of successful underperformance vary position by position:

Goalkeepers ++++++

Defenders ++++++

Forwards ++++++

Middle fielders ++++++

How to:

Reflect on the following questions:

Which player is more willing to fix a match?

Are players in team sports or players in individual sports more possible to fix a match?

In cases of team sports, in which positions the players are easier to fix a match?