

Brazil vs Germany – Why the Difference in Outcome

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Why did Germany get so many goals? Why did Brazil look like a deer in headlights?

One clear impression I had watching the World Cup was the way Brazil and Germany approached the game as teams. For Brazil, having lost one star player to injury, their approach seemed to be of the anti-team variety where each individual player was doing his best to win the game and be a 'star'. In other words, they seemed to play waiting for one individual to galvanize them to success instead of working together as a team to accommodate for the loss of their star player. They did not play as a unit. Germany, on the other hand, played as a cooperative, collaborative and, thus, competitive team.

On many of their goals, at least 4 members of the German team were spaced across the field in almost a perfect line in front of the Brazil net, just outside the box. They passed the ball to the person who was in the best placement to get the goal. It did not matter who did it as the objective was to score and be jointly responsible for the effort. Each German player seemed patient and happy to share the glory of a goal if another teammate was better positioned to get the ball in the net. Not only did this team approach work, it baffled the Brazil players who could not respond in kind.

Connecting this observation to the world of business is an easy association - **teamwork is so much more powerful for goal accomplishment**. As an leadership coach, I work with executives to help them be mindful of the impact they are having in terms of motivating others, exhibiting exemplar team behavior and avoiding pitting one member of the team against another to induce a desired behavior. The difference was 7 goals for the collaborative team and 1 goal for the group of individuals.



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