

## **Gender Differences in Performance in Competitive Environments: Evidence from Professional Tennis Players\***

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### **Abstract**

This paper uses detailed point-by-point data from seven tennis Grand Slam tournaments played between 2006 and 2007 to assess whether men and women respond differently to competitive pressure in a setting with large monetary rewards. It finds that at crucial junctures of the match, both men and women adopt a more conservative and less aggressive playing strategy, meaning that the probability of hitting winning shots and making unforced errors decreases. However, the odds of making an unforced error relative to hitting a winner fall for women, while they remain constant for men. Using a simple game-theoretic model, I argue that this is evidence that women's game deteriorates more severely at more important points.

**JEL codes:** J16, J24, J71, L83, M50.

**Keywords:** Gender differences, performance under pressure, tennis.

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**Table 1: Equilibrium Strategies and Outcomes for Selected Parameter Values**

	Intrinsic probabilities when playing Soft (1)	Intrinsic probabilities when playing Aggressive	Equilibrium strategies (3)	Equilibrium probability of unforced error (4)	Equilibrium number of strokes (5)	P(A wins point) [serving, receiving] (5)
1	$w_0 = 0.13$ $u_0 = 0.08$	$w_1 = 0.15$ $u_1 = 0.09$	(Aggressive, Aggressive)	$\frac{u_1}{u_1 + w_1} = 0.375$	$\frac{1}{u_1 + w_1} = 4.16$	0.517, 0.483
2	$w_0 = 0.13$ $u_0 = 0.08$	$w_1 = 0.15$ $u_1 = 0.11$	(Soft, Soft)	$\frac{u_0}{u_0 + w_0} = 0.381$	$\frac{1}{u_0 + w_0} = 4.76$	0.514, 0.486
3	$w_{0A} = 0.13$ $u_{0A} = 0.08$	$w_{1A} = 0.15$ $u_{1A} = 0.09$	(Aggressive, Soft)	$\frac{u_{1A} + p_{1A}u_{1B}}{1 - p_{1A}p_{1B}} = 0.377$	$\frac{1 + p_{1A}}{1 - p_{1A}p_{1B}} = 4.40$	0.528, 0.497
	$w_{0B} = 0.13$ $u_{0B} = 0.08$	$w_{1B} = 0.15$ $u_{1B} = 0.11$				

**Note:** The table presents the equilibrium strategies and outcomes for a single point according to the model presented in Section 2.

**Table 2: Estimating the Probability of Winning a Point**  
 Dependent variable: probability of server winning the point

	Men	Women
Server's ability rating	0.0156 (0.0012)	0.0208 (0.0014)
Receiver's ability rating	-0.0140 (0.0012)	-0.0182 (0.0014)
Roland Garros	-0.0249 (0.0058)	-0.0173 (0.0069)
Wimbledon	0.0367 (0.0058)	0.0252 (0.0069)
US Open	0.0141 (0.0066)	0.0079 (0.0080)
Constant	0.6149 (0.0058)	0.5447 (0.0069)
<i>N</i>	1148	1174
<i>R</i> <sup>2</sup>	0.259	0.265

**Note:** The table presents the coefficients from a regression of the proportion of points won by the server on the server's and the receiver's ability rating, and tournament dummies. Standard errors in parentheses. The regressions were estimated using data on the 2005 and 2006 Australian Opens, Roland Garros 2005, Wimbledon 2005, and the 2005 US Open .

**Table 3: The Importance of Points – Summary Statistics**

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	<b>Men</b>	<b>Women</b>	<b>ALL</b>
Mean	0.0243	0.0282	<b>0.0256</b>
Standard deviation	0.0351	0.0386	<b>0.0364</b>
25 <sup>th</sup> percentile	0.0027	0.0030	<b>0.0028</b>
50 <sup>th</sup> percentile	0.0125	0.0136	<b>0.0129</b>
75 <sup>th</sup> percentile	0.0324	0.0394	<b>0.0347</b>
Number of points	43,620	22,590	<b>66,210</b>
Number of points with consistent information on number of strokes and way points end	34,438	18,033	<b>52,471</b>
Number of matches	230	202	<b>432</b>

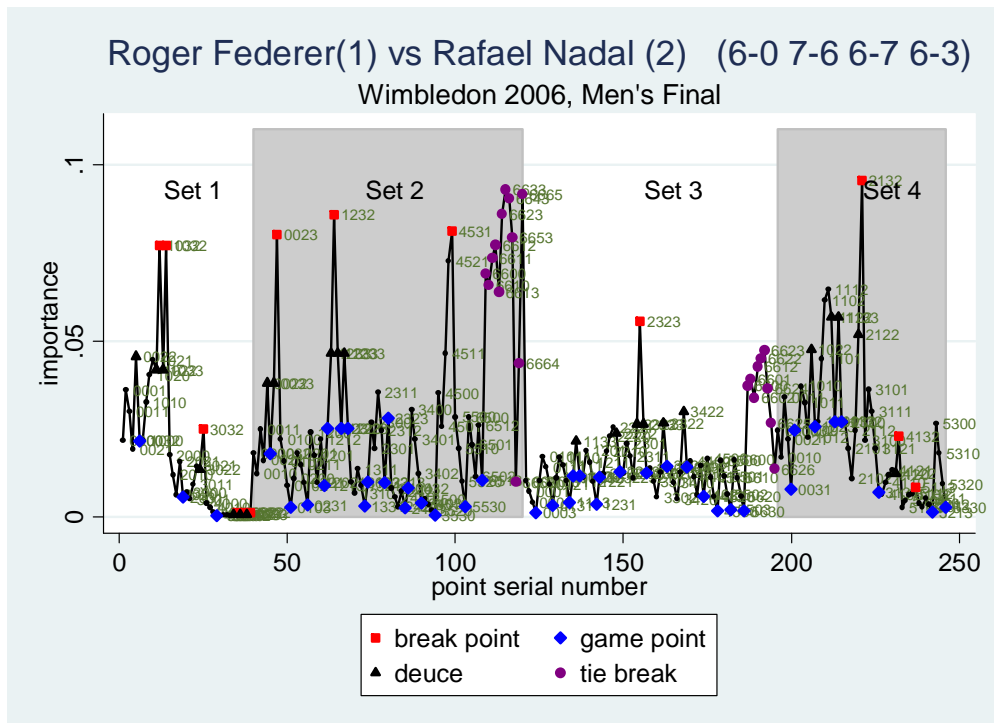
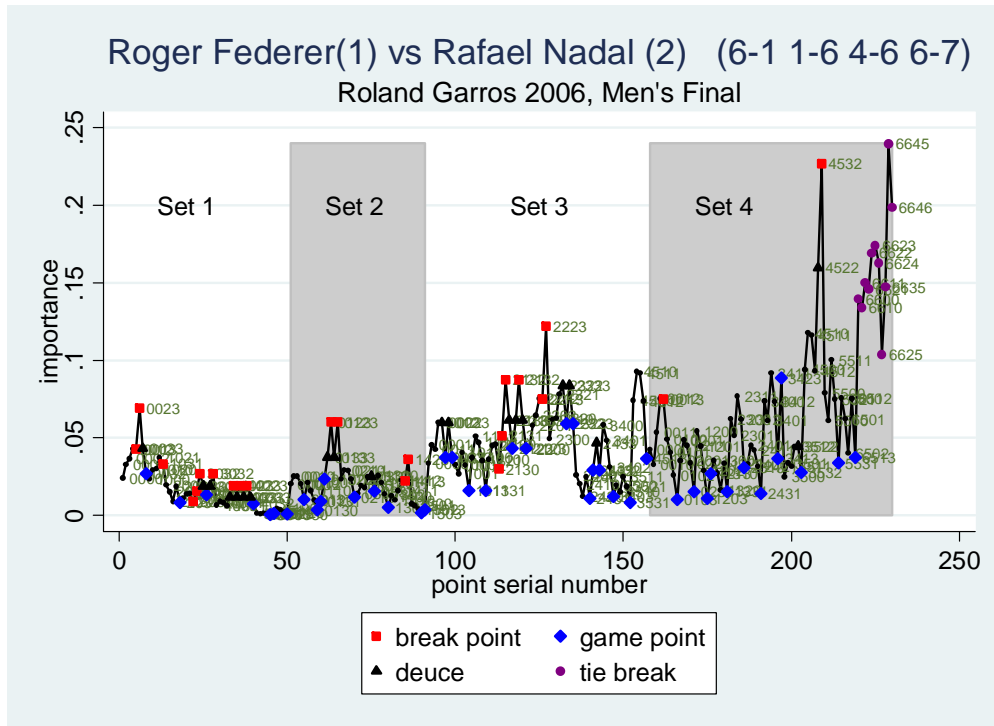
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**Note:** The importance of a point is defined as the probability that player 1 wins the entire match conditional on him/her winning the current point, minus the probability that player 1 wins the entire match conditional on him/her winning the current point. See text for details.

**Table 4: The Importance of Points, by Match, Set and Game Status**

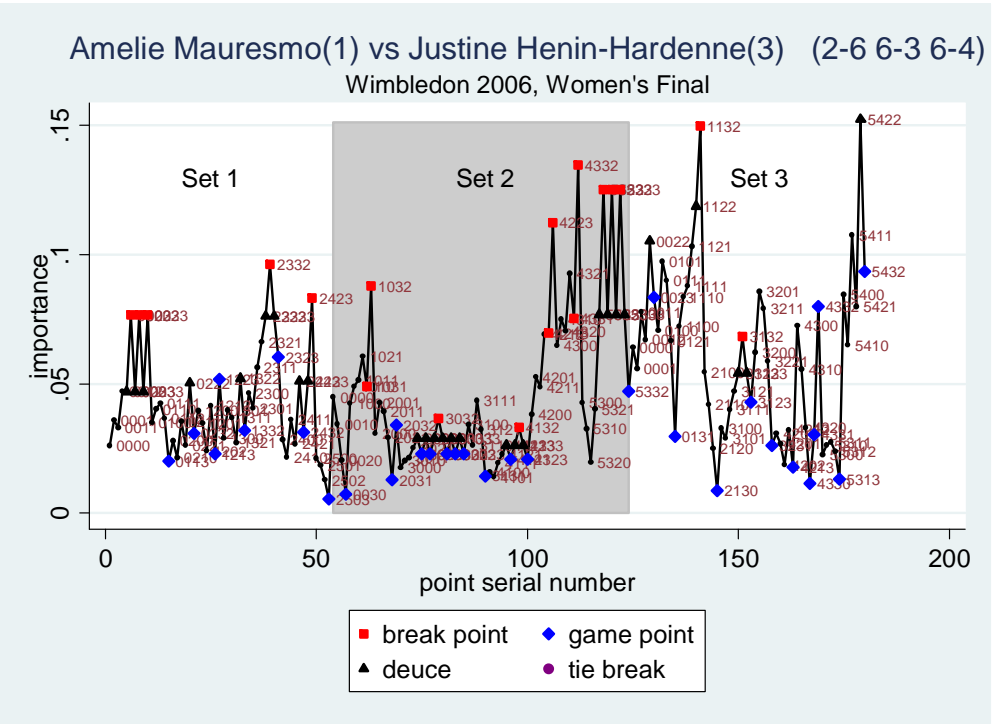
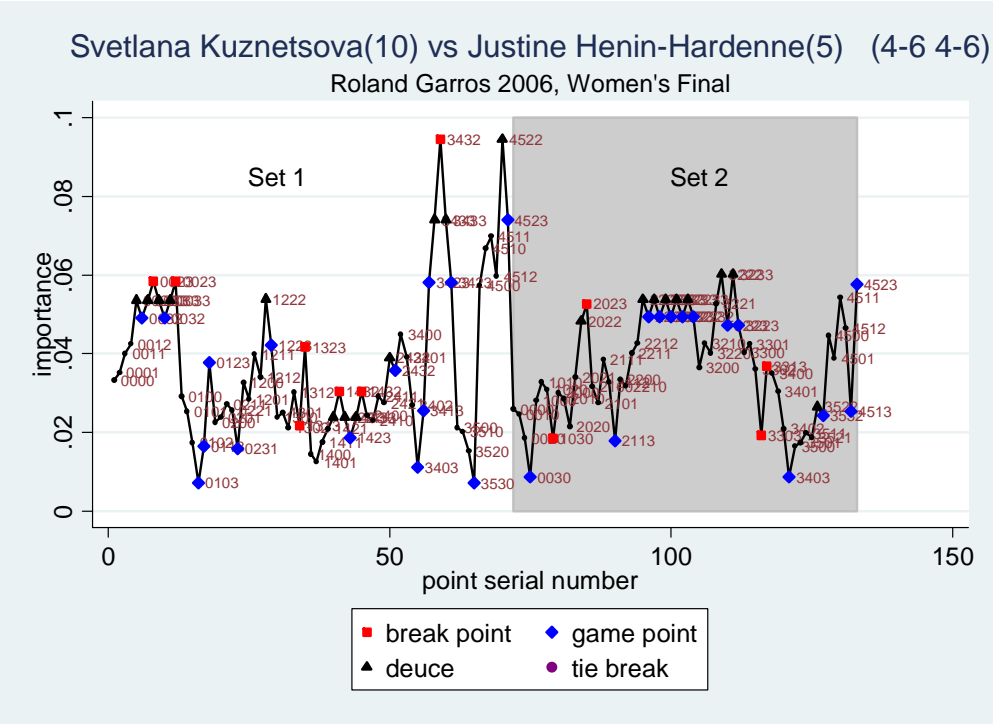
Mean importance by match status			Mean importance by set status		Mean importance by game status				
Score in sets	All	Men	Women	Score in games	All	Score in points	All	Men	Women
2-0	0.0107	0.0107	.	5-0	0.0015	40-0	0.0037	0.0027	0.0063
0-0	0.0194	0.0183	0.0208	0-5	0.0020	40-15	0.0096	0.0080	0.0134
1-0	0.0215	0.0180	0.0257	1-5	0.0041	30-0	0.0098	0.0081	0.0140
2-1	0.0379	0.0379	.	0-4	0.0061	15-0	0.0162	0.0142	0.0205
1-1	0.0497	0.0357	0.0720	5-1	0.0077	0-40	0.0189	0.0238	0.0133
2-2	0.0864	0.0864	.	2-5	0.0078	0-0	0.0201	0.0188	0.0227
				5-2	0.0088	30-15	0.0203	0.0182	0.0245
				4-0	0.0097	40-30	0.0247	0.0208	0.0322
				1-4	0.0103	15-15	0.0257	0.0244	0.0281
				0-3	0.0126	0-15	0.0267	0.0269	0.0264
				4-1	0.0131	0-30	0.0282	0.0305	0.0250
				3-0	0.0135	15-40	0.0326	0.0369	0.0269
				1-3	0.0141	15-30	0.0347	0.0354	0.0335
				0-2	0.0155	deuce	0.0361	0.0343	0.0392
				2-4	0.0156	30-40	0.0534	0.0563	0.0492
				3-5	0.0157	TB	0.0744	0.0726	0.0834
				2-0	0.0199				
				0-0	0.0206				
				0-1	0.0206				
				1-0	0.0209				
				3-1	0.0217				
				2-1	0.0233				
				1-2	0.0240				
				1-1	0.0242				
				4-2	0.0251				
				3-2	0.0274				
				2-2	0.0275				
				5-3	0.0279				
				2-3	0.0281				
				4-3	0.0328				
				3-3	0.0337				
				3-4	0.0343				
				5-5	0.0406				
				5-4	0.0414				
				4-4	0.0430				
				4-5	0.0453				
				5-6	0.0459				
				6-5	0.0506				
				TB	0.0744				
				6-6	0.1331				

**Note:** The first number in the “score in games” column represents the number of games won by the server, the second number is the number of games won by the receiver.



**Figure 1: The evolution of importance over the course of selected matches – men**

**Note:** The 4-digit string next to each label denotes the score within the set: games won by player 1, games won by player 2, points won by player 1 and points won by player 2.



**Figure 2: The evolution of importance over the course of selected matches – women**

**Note:** The 4-digit string next to each label denotes the score within the set: games won by player 1, games won by player 2, points won by player 1 and points won by player 2.

**Table 5: Typology of points by importance quartile**

**A: Percentage of points ending in unforced error**

	Men	Women
Importance quartile 1	29.32	37.70
Importance quartile 2	30.37	38.07
Importance quartile 3	30.08	37.71
Importance quartile 4	30.67	38.37
Number of points	34,438	18,033

**B: Number of strokes per point**

	Men	Women
Importance quartile 1	3.96 (3.54)	4.20 (3.43)
Importance quartile 2	4.28 (3.89)	4.42 (3.71)
Importance quartile 3	4.48 (4.11)	4.42 (3.72)
Importance quartile 4	4.81 (4.48)	4.79 (4.04)
Number of points	34,438	18,033

**C: Percentage of strokes that are winning shots/  
unforced errors**

	Men		Women	
	Winning shot	Unforced error	Winning shot	Unforced error
Importance quartile 1	17.85	7.40	14.84	8.98
Importance quartile 2	16.25	7.09	14.01	8.61
Importance quartile 3	15.61	6.71	14.11	8.54
Importance quartile 4	14.42	6.38	12.87	8.01
Number of strokes	149,962		80,412	

**Note:** Calculations based on all points for which there was no inconsistency between the number of strokes, the winner of the point, and the type of shot with which the point ended.

## A structural model for the probability of winning shots and unforced errors

### 1. Definition of variables

$T_j$ : Total number of strokes on point  $j$ .

$DU_j$ : if point  $j$  ends in unforced error by either player.

$DW_j$ : if point  $j$  ends in a winning shot by either player.

$u_{jt}$ : probability of unforced error on stroke  $t$ , point  $j$ .

$w_{jt}$ : probability of winning shot on stroke  $t$ , point  $j$ .

$importance_j$ : importance of point  $j$ .

$OwnRating_{jt}$ : rating of player hitting the ball on stroke  $t$ , point  $j$ .

$OpponentRating_{jt}$ : rating of the opponent of player hitting the ball on stroke  $t$ , point  $j$ .

$Point\_number_j$ : Serial number of point within match (captures fatigue effects).

$Server_{jt}$ : 1 if stroke  $t$  is hit by server on point  $j$ .

$Firstserve_{jt}$ : 1 if first serve was in on point  $j$ .

$f(j,t)$ : flexible function of stroke number: piecewise constant, then linear in  $t$ .

$$f(j,t) = \begin{pmatrix} D_{jt1} \\ D_{jt2} \\ \dots \\ D_{jt6} \\ t \times \tilde{D}_{jt7} \end{pmatrix},$$

where  $D_{jtk} = 1(t = k)$  for  $k=1, \dots, 6$ ; and  $\tilde{D}_{jt7} = 1(t \geq 7)$ .

### 2. Likelihood function

Likelihood contribution of point  $j$ :

$$L_j = \left( \prod_{t=1}^{T_j-1} (1 - u_{jt} - w_{jt}) \right) (w_{jT_j})^{DW_j} (u_{jT_j})^{DU_j}$$

Log-Likelihood function:

$$\ln L = \sum_j \ln L_j$$

Probabilities of winning shot and unforced errors:

$$u_{jt} = \frac{\exp(IU_{jt})}{1 + \exp(IU_{jt}) + \exp(IW_{jt})},$$

$$w_{jt} = \frac{\exp(IW_{jt})}{1 + \exp(IU_{jt}) + \exp(IW_{jt})}$$

where

$$IU_{jt} = \beta_{u2}imp\_q2_j + \beta_{u3}imp\_q3_j + \beta_{u4}imp\_q4_j + \gamma_{1u}OwnRating_j + \gamma_{2u}OpponentRating_j + \gamma_{3u}PointNumber_j + \gamma_{4u}Server_{jt} + \gamma_{5u}FirstServe_j + \gamma_{6u}Server_{jt} \times FirstServe_j + \delta'_{1u}f(j,t) + \delta'_{2u}Server_j \times f(j,t),$$

and

$$IW_{jt} = \beta_{w2}imp\_q2_j + \beta_{w3}imp\_q3_j + \beta_{w4}imp\_q4_j + \gamma_{1w}OwnRating_j + \gamma_{2w}OpponentRating_j + \gamma_{3w}PointNumber_j + \gamma_{4w}Server_{jt} + \gamma_{5w}FirstServe_j + \gamma_{6w}Server_{jt} \times FirstServe_j + \delta'_{1w}f(j,t) + \delta'_{2w}Server_j \times f(j,t).$$

### Extensions:

- Tournament dummies, and interactions between tournament dummies and all the  $\gamma, \delta$  coefficients. Captures the effect of different playing surfaces on the probability of hitting winning shots and unforced errors, as well as on game strategies (hence the interactions between the tournament dummies and the “stroke within rally” variables).
- Match fixed effects: captures differences in specific matchups between two given players, as well as any other unobservables that do not vary within matches (weather, temperature, time of day, relative cumulated fatigue of two players, etc.).

**Table 6: The Determinants of the Probability of Hitting Winning Shots and Unforced Errors**

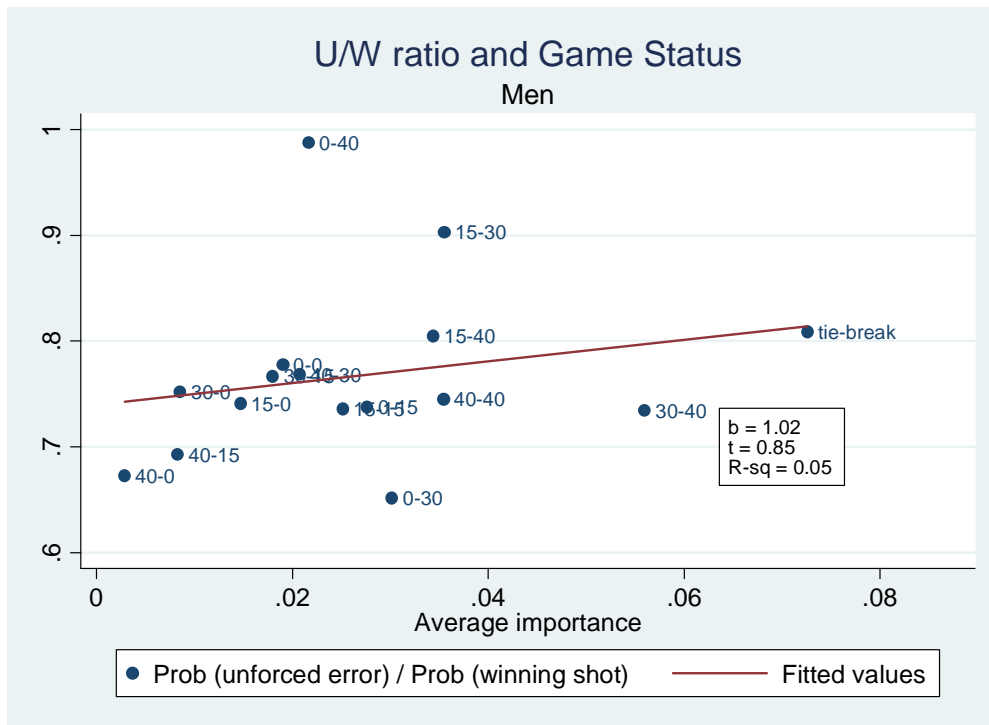
	Men		Women	
	Winning Shot	Unforced Error	Winning Shot	Unforced error
Own rating	0.0210** (.0091)	-0.0483*** (.0085)	0.0280** (.0113)	-0.0126 (.0100)
Opponent's rating	-0.0345*** (.0077)	0.0077 (.0077)	-0.0736*** (.0117)	0.0013 (.0096)
Point serial number within match	0.0001 (.0001)	0.0001 (.0002)	-0.0006* (.0003)	-0.0008** (.0004)
First serve	-0.0074 (.0319)	-0.3192*** (.0341)	-0.2209*** (.0351)	-0.5120*** (.0488)
Server	-0.4183*** (.0955)	0.0906 (.1249)	-0.6974*** (.1426)	0.4062** (.2020)
Server×first serve	0.9948*** (.0373)	-0.1748*** (.0472)	1.0430*** (.0477)	-0.2354*** (.0604)
Server, stroke 1	1.5103*** (.0981)	0.3921*** (.1411)	1.1109*** (.1452)	0.0842 (.2234)
Server, stroke 3	0.4580*** (.0986)	0.2919** (.1297)	0.2320* (.1449)	-0.1165 (.2088)
Server, stroke 5	0.1914** (.0951)	0.0918 (.1283)	0.0185 (.1417)	-0.2684 (.2107)
Server, stroke number×(stroke number ≥ 7)	-0.0083 (.0081)	0.0021 (.0106)	-0.0019 (.0127)	-0.0238 (.0186)
Receiver, stroke 2	-0.6835*** (.0866)	-1.1092*** (.1071)	-0.6235*** (.1164)	-0.6087*** (.1749)
Receiver, stroke 4	-0.0871 (.0828)	-0.2633*** (.0974)	-0.1704 (.1154)	-0.0122 (.1669)
Receiver, stroke 6	0.1336* (.0785)	-0.1534*** (.1001)	0.1531 (.1142)	0.1388 (.1679)
Receiver, stroke number×(stroke number ≥ 7)	0.0228*** (.0067)	-0.0139* (.0081)	0.0264 (0.0103)	-0.0004 (.0148)

**Note:** Estimates of the parameters of the structural model described in pages 9-10. Robust standard errors (adjusted for clustering at the match level) in parentheses.

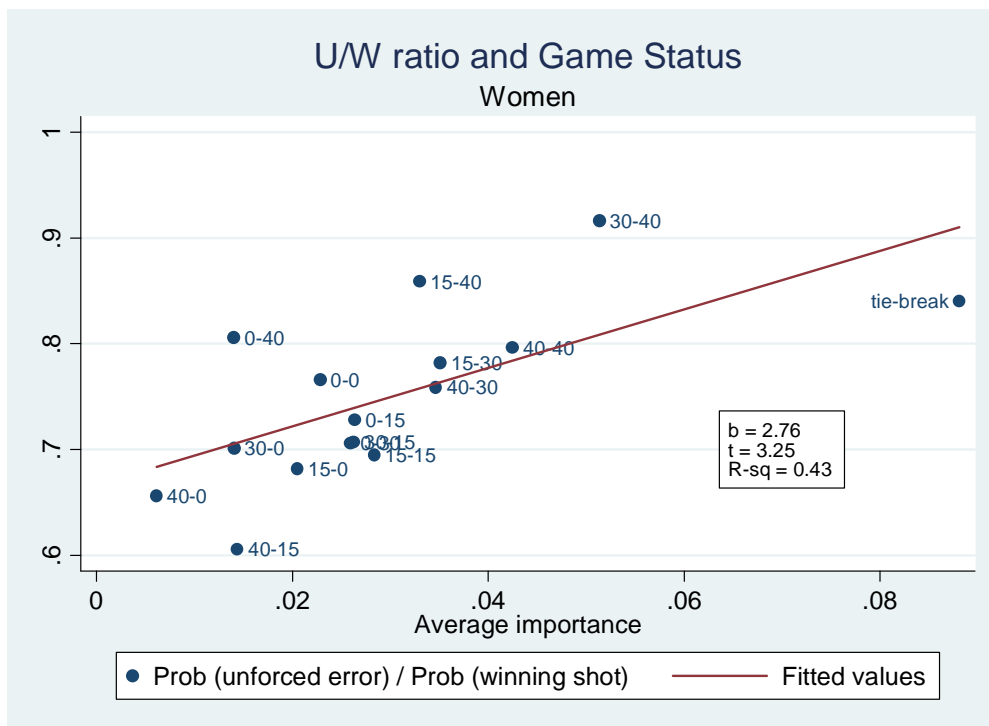
**Table 6: The Determinants of the Probability of Hitting Winning Shots and Unforced Errors (contd.)**

	Men		Women	
	Winning Shot	Unforced Error	Winning Shot	Unforced error
Wimbledon 2006	0.7100*** (.0785)	-0.0123 (.0685)	0.6471*** (.1127)	-0.1466 (.1027)
US Open 2006	0.5553*** (.0804)	0.0287 (.0686)	0.2600*** (.0982)	-0.2514*** (.0812)
Australian Open 2007	0.3733*** (.0710)	-0.0715 (.0693)	0.1434 (.0960)	-0.1812** (.0759)
French Open 2007	0.1097 (.0682)	-0.0162 (.0679)	0.0956 (.0931)	-0.1796** (.0828)
Wimbledon 2007	0.6279*** (.0796)	0.0207 (.0672)	0.4964*** (.0976)	-0.2307*** (.0900)
US Open 2007	0.4033*** (.0781)	0.0763 (.0682)	0.1843** (.0914)	-0.1401* (.0749)
Constant	-2.3545*** (.1271)	-1.7758*** (.1203)	-1.7096 (.1572)	-1.5815 (.1779)
Number of strokes	149,962		80,412	
Test of $\gamma_{\text{own rating}}^u - \gamma_{\text{own rating}}^w = 0$	-0.0692*** (.0086)		-0.0406*** (.0128)	

**Note:** Estimates of the parameters of the structural model described in pages 9-10. Robust standard errors (adjusted for clustering at the match level) in parentheses.



**Figure 3a: Unforced Errors/Winning Shot Ratio and Game Status – Men**



**Figure 3b: Unforced Errors/Winning Shot Ratio and Game Status – Women**

**Note:** On the vertical axis is the predicted ratio of unforced errors to winning shots (the u/w ratio) estimated using the structural model (see pages 9-10) for a representative point; on the horizontal axis is the average of the importance value for the particular combination of points won by the server and by the receiver. The fitted line is obtained from the simple regression of the predicted u/w ratio on average importance.

**Table 7: The Effect of Importance on the Probability of Hitting Winning Shots and Unforced Errors**

	Individual Controls			Individual controls and match fixed effects		
	Men	Women	Difference	Men	Women	Difference
<b>Winners</b>						
Importance quartile 2	-0.099*** (.030)	-0.062* (.036)	0.037 (.046)	-0.185*** (.030)	-0.161*** (.040)	0.024 (.050)
Importance quartile 3	-0.150*** (.035)	-0.053 (.045)	0.098* (.057)	-0.304*** (.037)	-0.220*** (.049)	0.084 (.062)
Importance quartile 4	-0.284*** (.039)	-0.196*** (.049)	0.088 (.062)	-0.458*** (.041)	-0.434*** (.059)	0.023 (.072)
<b>Unforced Errors</b>						
Importance quartile 2	-0.106*** (.035)	-0.072 (.046)	0.034 (0.058)	-0.164*** (.039)	-0.083* (.049)	0.081 (.063)
Importance quartile 3	-0.191*** (.038)	-0.067 (.049)	0.124** (0.061)	-0.304*** (.042)	-0.132** (.055)	0.172** (.070)
Importance quartile 4	-0.329*** (.041)	-0.140*** (.049)	0.190*** (0.064)	-0.459*** (.047)	-0.291*** (.060)	0.167** (.077)
Test of: $\beta_{imp\_q4}^u - \beta_{imp\_q1}^w = 0$	-0.045 (.047)	0.056 (.063)	0.102 (.078)	-0.001 (.060)	0.143* (.074)	0.144 (0.098)
Match fixed effects	No	No	No	Yes	Yes	Yes
Number of points	34,438	18,033	52,471	34,438	18,033	52,471
Number of strokes	149,962	80,412	230,374	149,962	80,412	230,374

**Note:** Entries in the table are the coefficients on the importance quartile dummies in the structural model described in this handout. Additional control variables: own rating, opponent's rating, serial number of the point within the match, server dummy, first serve dummy, server×first serve, flexible function of server and stroke within rally (see text), tournament dummies. Robust standard errors (adjusted for clustering at the match level) in parentheses.

**Table 8: Robustness Checks: By Playing Surface**

	Individual Controls			Individual controls and match fixed effects		
	Men	Women	Difference	Men	Women	Difference
<b>A: Clay</b>						
<b>Winners</b>						
Importance quartile 4	-0.304*** (.060)	-0.117 (.097)	0.188 (.114)	-0.435*** (.068)	-0.533*** (.102)	-0.098 (.123)
<b>Unforced Errors</b>						
Importance quartile 4	-0.304*** (.066)	-0.118 (.098)	0.186 (.118)	-0.382*** (.082)	-0.260*** (0.096)	0.121 (.126)
Test of: $\beta_{imp\_q4}^u - \beta_{imp\_q1}^w = 0$	0.000 (.077)	-0.002 (.134)	-0.002 (.154)	0.053 (.097)	0.273* (.079)	0.219 (.182)
No. of points	9,442	5,405	14,847	9,442	5,405	14,847
No. of strokes	48,707	25,580	74,287	48,707	25,580	74,287
<b>B: Hardcourt</b>						
<b>Winners</b>						
Importance quartile 4	-0.334*** (.058)	-0.231*** (.069)	0.103 (.089)	-0.521*** (.062)	-0.347*** (.085)	0.174* (.105)
<b>Unforced Errors</b>						
Importance quartile 4	-0.339*** (.063)	-0.132** (.061)	0.207** (.088)	-0.488*** (.068)	-0.258*** (.092)	0.229** (.114)
Test of: $\beta_{imp\_q4}^u - \beta_{imp\_q1}^w = 0$	-0.004 (.071)	0.099 (.084)	0.103 (.110)	0.033 (.081)	0.089 (.100)	0.056 (.128)
No. of points	15,446	8,508	23,954	15,446	8,508	23,954
No. of strokes	65,501	38,659	104,160	65,501	38,659	104,160
<b>C: Grass</b>						
<b>Winners</b>						
Importance quartile 4	-0.195** (.082)	-0.207** (.093)	-0.012 (.124)	-0.377*** (.073)	-0.532*** (0.116)	-0.155 (.136)
<b>Unforced Errors</b>						
Importance quartile 4	-0.375*** (.082)	-0.230** (.111)	0.145 (.137)	-0.528*** (.102)	-0.471*** (0.136)	0.057 (.169)
Test of: $\beta_{imp\_q4}^u - \beta_{imp\_q1}^w = 0$	-0.180* (.094)	-0.023 (.107)	0.157 (.142)	-0.151 (.132)	0.061 (.145)	0.212 (.195)
No. of points	9,550	4,120	13,670	9,550	4,120	13,670
No. of strokes	35,754	16,173	51,927	35,754	16,173	51,927

**Note:** Entries in the table are the coefficients on the 4<sup>th</sup> importance quartile dummy in the structural model described in pages 9-10. For the list of additional control variables, see the footnote to Table 7. Robust standard errors (adjusted for clustering at the match level) in parentheses.

**Table 9: Robustness Checks: First Serve versus Second Serve**

	Individual Controls			Individual controls and match fixed effects		
	Men	Women	Difference	Men	Women	Difference
<b>A: First Serve In</b>						
<b>Winners</b>						
Importance quartile 4	-0.245*** (.041)	-0.172*** (.055)	0.073 (.068)	-0.394*** (.047)	-0.400*** (.067)	-0.006
<b>Unforced Errors</b>						
Importance quartile 4	-0.324*** (.056)	-0.139** (.069)	0.185** (.089)	-0.448*** (.067)	-0.236*** (.084)	0.212
Test of: $\beta_{imp\_q4}^u - \beta_{imp\_q1}^w = 0$	-0.079 (.061)	0.034 (.082)	0.112 (.102)	-0.055 (.081)	0.164* (.099)	0.218
<b>B: First Serve Not In</b>						
<b>Winners</b>						
Importance quartile 4	-0.377*** (.060)	-0.257*** (.062)	0.120 (.086)	-0.599*** (.063)	-0.531*** (.105)	0.068
<b>Unforced Errors</b>						
Importance quartile 4	-0.338*** (.047)	-0.128*** (.054)	0.210*** (.072)	-0.468*** (.064)	-0.322*** (.084)	0.146
Test of: $\beta_{imp\_q4}^u - \beta_{imp\_q1}^w = 0$	0.038 (.067)	0.129* (.075)	0.091 (.100)	0.131 (.084)	0.209* (.120)	0.078

**Note:** Entries in the table are the coefficients on the 4<sup>th</sup> importance quartile dummy in the structural model described in pages 9-10. For the list of additional control variables, see the footnote to Table 7. Robust standard errors (adjusted for clustering at the match level) in parentheses.

**Table 10: The Effect of Raising One’s Game on Important Points**

	Low importance points				High importance points				
	Player A’s intrinsic probabilities	Player B’s intrinsic probabilities	Equilibrium strategies	P(A wins point) [serving, receiving]	Player A’s intrinsic probabilities	Player B’s intrinsic probabilities	Equilibrium strategies	P(A wins point) [serving, receiving]	P(A wins match), best of 3 sets
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
<b>Benchmark</b>	$w_{0A} = 0.096$	$w_{0A} = 0.096$	(Aggressive, Aggressive)	0.5138, 0.4862	$w_{0A} = 0.096$	$w_{0A} = 0.096$	(Soft, Soft)	0.5087, 0.4923	<b>Best of 3 sets: 0.5</b>
	$u_{0A} = 0.064$	$u_{0A} = 0.064$			$u_{0A} = 0.064$	$u_{0A} = 0.064$			
	$w_{1A} = 0.12$	$w_{1B} = 0.12$			$w_{1A} = 0.10$	$w_{1B} = 0.10$			<b>Best of 5 sets: 0.5</b>
	$u_{1A} = 0.07$	$u_{1B} = 0.07$			$u_{1A} = 0.07$	$u_{1B} = 0.07$			
<b>Treatment</b>	$w_{0A} = 0.096$	$w_{0A} = 0.096$	(Aggressive, Aggressive)	0.5138, 0.4862	$w_{0A} = 0.096$	$w_{0A} = 0.096$	(Aggressive, Aggressive)	0.5392, 0.5175	<b>Best of 3 sets: 0.710</b>
	$u_{0A} = 0.064$	$u_{0A} = 0.064$			$u_{0A} = 0.064$	$u_{0A} = 0.064$			
	$w_{1A} = 0.12$	$w_{1B} = 0.12$			$w_{1A} = 0.12$	$w_{1B} = 0.10$			<b>Best of 5 sets: 0.787</b>
	$u_{1A} = 0.07$	$u_{1B} = 0.07$			$u_{1A} = 0.07$	$u_{1B} = 0.07$			

**Note:** The table presents the equilibrium strategies and payoffs for a single point according to the model presented in Section 8 of Paserman (2008). On points with importance variable below the threshold, the intrinsic probabilities are presented in columns (1) and (2). On points with importance variable above the threshold, the intrinsic probabilities are presented in columns (5) and (6). The importance of each point is calculated assuming that players have identical abilities, and the threshold is the 75<sup>th</sup> percentile of the importance variable in the sample (from Table 3): 0.0318 for five-set matches, and 0.0420 for three set matches. Columns (9) and (10) present the implied probabilities of winning the entire match, given the intrinsic probabilities, and the equilibrium strategies and payoffs.