MTFC Project Proposal 2024-25

Team Sigma (19712)

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Brainstorming

Checkpoint #1:

Social/society topics

- Drugs
- Famine
- Poverty
- War
- Gender inequality

Environmental topics

- Sea level rise
- Co2 level rise
- Deforestation
- Prevalence of carbon sink

Health or psychological

- Cancer
- Depression
- Anxiety
- Stress
- Freudian ideology
- Sleep deprivation
- Drugs
- Isolation vs communication

Don't fit into any of those categories

- Gerrymandering
- E-sport career risks (future of e-sports)
 - The business side? Monetary?
- Mole people in LA
- Black markets
- Drug overdose in Chicago

Topics to look further into

- E-sport career risks (future of e-sports)
 - The business side? Monetary?
 - Monetary gain compared to other sports
- Black markets
 - And drugs or information?
- Gender inequality
 - In STEM?

Checkpoint #2

Esports

Risk of Loss	Parties at Risk	Best Case Outcome	Worst Case Outcome
Monetary risk of starting a team	 CEO of team Players The league as a whole (and events) Staff Bank 	 They win a tournament Gain sponsors Gain fame and recognition to bring in money 	 The team disbands Players are dropped Supporting staff are let go CEO loses all their money
Career stability	 Players and their families CEO Staff Behind the scenes workers 	 Stay in the field until willingly retiring Contract lasts for a while Stays signed to a company or multiple different companies Continuously working with companies 	 Is dropped from a team Is not signed onto a new team Does not have a job in E-sports Is fired from the career of E-sports
Monetary gain compared to other sports	- CEO - Sponsors - Investors - Regular gamers	 They earn just as much as pro sports players Fame and recognition is given Stable career and monetary income 	 Esports flops and makes no money Companies may go bankrupt hosting events Does not gain the money back from events
Malware and ransom attacks	-Computer/tech company - Hosting sites + companies - Teams and players - Staff - people using esports technology - Regular gamers	 Malware is easy to fix and does not do any sustaining damage Catch the bugs/hackers early Teams are not affected that much by attacks Players can use practice accounts/hidden accounts Staff does not work OT 	 Malware is used often, destroys the tech, and cannot be fixed Hackers and bugs are uncatchable/noticeable All players are out of commission, and cannot practice Staff has to work overtime to fix bugs/issues/attack

Black Markets

Risk of Loss	Party	Best Outcome	Worst Case Outcome
Tax evasion	 The government The people If evaded through black market service -> people actually in that line of work -> Ex. hire plumber and not report to govt to avoid taxes, real plumber being affected Infrastructure Schools 	- Taxes will be paid to better the community	- Current black market situation
Proliferation of unregulated opioids in the black market.	Those battling addictionThe government	- Better managed opioid distribution and use, higher QoL for people battling w/ addiction	- Opioid spread through black market becomes more prevalent, materials used in creating black market drugs become more unethical
Arms trafficking - Schools - Stores - The economy - People buying guns - People selling guns - Victims of murder		 Lower illegal trafficking of firearms More regulations for firearms 	 levels of firearms being sold Increasing shootings

Gender Equality

Risk	Risk of loss	Party	Best Outcome	Worst Case Outcome
Gender pay gap	- Women being unable to support themselves	- Working women	- Women and men have equal pay	- Women's pay worsens/decreases
Male dominated fields	 Risk of ideas limited to one group Lack equality for marginalized groups Company 	 People working companies women in male dominated fields 	- Men and women are equally represented in all fields	- Men dominate majority of jobs

	diversity issues			
Women in stem	 Lack of diversity in stem fields Men dominating stem fields Lack of female representation of ideas 	 Women working in STEM People affected by STEM jobs 	- Men and women are equally represented in all STEM jobs	- Opportunities for Women in STEM fields become more limited / are already negligible

Natural Disasters (Hurricanes)

Risk	Risk of loss	Party	Best Outcome	Worst Case Outcome
Property destruction	 Lack of homes for people to live in Business being destroyed Government buildings destroyed 	 Home/business owners Governments 	 Sturdy home development and reimbursement for damages Infrastructure that can protect from the risks of natural disasters like elevated housing or sewage systems. 	- Loss of property, high insurance bills, and debt
Insufficient funds/ insurance	- Lack of ability to be able to rebuild lives and rebound	- Insurance - government	- Being able to cover the cost of damages	 Increased homelessness Bankruptcy of the insurance company Policy holders have to face high costs.
Economic	- Supply chain disruption	 Businesses General Public Trade with other states 	 Market stays stable OR is improved Minimal disruption 	 Businesses are affected by hurricane, unable to function Economic collapse Small businesses affected

Summary

Due to e-sports being a relatively new field, there is a potential lack of data to back up any claims we make. In contrast, the black market has been around for a long time, however, there is not much data available to the public due to the black market being a "restricted" subject. Natural disasters have a lot of data, but since it seems to be a recurring topic in MTFC, it doesn't seem as fruitful. Gender inequality has a significant amount of data, and is a new and refreshing idea. However, we are really passionate about the idea of e-sports, and will be exploring it as a potential topic. Currently, we were able to find significant data referencing the e-sport market, including people and revenue, and have decided to focus on that area.

Checkpoint #3:

Identified Topic: E-Sports

Behavior Change

What is a behavior change strategy for this topic? Be specific!

A behavior change strategy for this topic could be a change in the corporations themselves. A current risk in e-sports is its monetary gain compared to other sports. If corporations changed to support e-sports, this risk could be mitigated. Some strategies companies could employ include investing in marketing to promote their e-sports teams, thus leading to greater audience interest and retention, which would increase funding to e-sports.

What risk(s) are addressed by this strategy? How does this strategy actually affect or address the risk of loss?

This strategy affects the risk of loss by appealing to the audience by advertising and pushing e-sport inclusion in sports. This will bring in more revenue for e-sports, improving monetary gain compared to other sports. A risk of this strategy includes a lack of interest in e-sports, as this relies on a community interest in e-sports. If people aren't interested, this strategy will not be successful, due to no money coming from consumers, and all the effort and money put into advertising will lead to a net loss.

Identify what party (or parties) are affected by implementing the strategy? Parties affected by this are the players themselves (as they would have to participate in the increased marketing tactics), the corporations receiving more money, and the gaming community as a whole. Hopefully, they are affected positively, but if not corporations could potentially lose money and gamers will not be able to support themselves.

Modifying Outcomes

What is a modifying outcomes strategy for this topic? Be specific!

Teams can make more money by winning, which in turn lands them sponsors. It is generally known that the asian regions like China (LPL) and Korea (LCK) do better in gaming than the western regions (western regions don't win big events that much). In order to allow the western

region to start winning, they can modify their practice schedule. Practice strategy, take it more seriously, get asian coaches and players, and gain larger social media influence. Releasing new games into the market may allow E-Sports as a career to gain more profit. Expanding the existing games, and even adding in more competitions could increase awareness and bring in more revenue. This strategy allows e-sports corporations to implement diversification of their market.

What risk(s) are addressed by this strategy? How does this strategy actually affect or address the risk of loss?

The risk of this strategy is that the money put in may not have an equal pay out. It takes time to build a good team, so using one or two years will not do it (unless the coaches are really good). The risk of spending money to gain more social media influence may be a bad thing as well because if there is a negative image from the team, it may decrease revenue. Practice schedules may not work with players, participating in more events may not land them sponsors or pay outs because they may not win, and in general, it all depends on the team and the current strategy of the team. The risk is always fluctuating, no matter what. The major risks would be monetary gains, career stability, risk and reward (duh), and the popularity of the game.

Identify what party (or parties) are affected by implementing the strategy?

E-sport teams and competitors, or host companies, players, staff, coaches, sponsors, player base, social media influence, the general population, hosting arena's, castors, event planners etc.

Insurance

What is an insurance strategy for this topic? Be specific!

Funding the team, insurance for players (and limbs), and insurance for the team such as:

- Employers Liability
- Cyber Insurance
- Personal Accident
- Travel Insurance
- Public Liability
- Product Liability and Media Liability
- Directors' & Officers' or Management Liability
- Contractual Bonus
- Property Insurance
- Bodily Injury definition redefined
- Crisis response coverage
- Legal Liability to Participants

What risk(s) are addressed by this strategy? How does this strategy actually affect or address the risk of loss?

This strategy ensures the players and the corporation at large are safe throughout any financial strains the industry may go through by implementing insurance measures prior to loss. This strategy can mitigate or lessen any risks of loss as it lessens the monetary effects of any potential failures.

Identify what party (or parties) are affected by implementing the strategy? This affects the players because they can perform better knowing they are safe with insurance (either travel insurance, personal accident, or employer's liability). The company can also sign insurance that ensures their management/staff along with their building and any additional properties. This can allow them to make huge amounts of investments and be in a money deficit, but ensure their initial "property" is safe. Banks can also feel safe when the company makes huge monetary decisions because the company is insured. Policyholders are affected by the service they receive. Insurance may have to cover the costs of sponsors of players and teams. Players are also at risk of bodily injuries such as eyestrain and are eligible for coverage from the

insurance companies.

Reflection/discussion prompts for future research (pros/cons)

Behavior change:

- a. Pros: This would allow esports to be integrated into sports through audience love for it. By doing this, it allows for e-sports to be sustained into society, allowing for it to sustain itself and not require pushing in the future
- b. Cons: if there is little audience for e-sports, or people don't like them, the strategy fails. Companies will then lose money due to having supported esports.

Modifying outcomes:

- a. Pros: This pushes audience interest, giving e-sports the potential to become more popular and therefore more accepted as a sport
- b. Cons: It doesn't ensure that people will like watching e-sports, preventing it from becoming as popular as already watched sports.

Insurance:

- a. This would make sure that players can continue to play e-sports, and that the health risks associated with it will not allow games from becoming big and popular
- b. It doesn't take any steps towards increasing interest; it is just a preventative measure.

What metrics could be used to assess the effectiveness of a strategy?

- Amount people watching e-sports per week
- Amount of people playing e-sports per week
- Amount of people turning into a broadcasted e-sport game
- Amount of people coming to see a broadcasted e-sport game
- Length of e-sport career
- Injuries in e-sports.

Prompts

Prompt #1: Identify the Topic

Our team is proposing to investigate electronic sports (esports), and the monetary risks associated with it for companies and players. Recently, e-sports have become popular, especially among the younger demographic. This has opened new opportunities for people looking into professional e-sport gaming. Our group is examining the risks for athletes who are trying to establish a career in professional esports, and how to best mitigate the risks they may face in this career path. Additionally, we want to address the need for companies to traverse this potentially unstable career path. The rise of e-ports will also impact other sports as it has recently been implemented into rigorous competitions such as the Olympics.

Prompt #2: Identifying Potential Risk

Economic risk can come from the impacts esports has on other sports. E-sports generates revenue through streaming and sponsorships. Due to this, larger sports may take away monetary opportunities from e-sports, thereby negatively affecting both esports athletes and companies. Another potential risk is how a productive esports career depends on the media. The success of an esports company heavily relies on marketing and awareness to garner support from their audience. Thus, without a positive relationship with the media, esports will quickly fail. Other potential risks can be failure in which an e-sports athlete can face revenue challenges as the career isn't a popular one.

Prompt #3: Identifying a Behaviour Change Risk Mitigation Strategy

A behavior change strategy for this topic could be a change in the corporations themselves. A current risk in e-sports is its monetary gain compared to other sports. If corporations changed to support e-sports, this risk could be mitigated. Some strategies companies could employ include investing in marketing to promote their e-sports teams, thus leading to greater audience interest and retention, which would increase funding for e-sports.

Prompt #4: Identifying a Modifying Outcome Risk Mitigation Strategy

Teams can make more money by winning, which in turn lands them sponsors. It is generally known that the Asian regions do better in gaming than the Western regions (western regions don't win big events that much). To allow the Western region to start winning, they can modify their practice schedule. Practice strategy, take it more seriously, get Asian coaches and players, and gain larger social media influence. Also, releasing new games into the market may allow e-Sports as a career to gain more profit. Expanding the existing games, and even adding in more competitions could increase awareness and bring in more revenue. This strategy allows e-sports corporations to implement diversification of their market.

Prompt #5: Identifying an Insurance Risk Mitigation Strategy

Our insurance strategies are funding the team, insurance for players (and limbs), and insurance for the team such as: Employers Liability, Cyber Insurance, Personal Accident, Travel Insurance, Public

Liability, Product Liability and Media Liability, directors' & Officers' or Management Liability, Contractual Bonus, Property Insurances, Bodily Injury definition redefined, Crisis response coverage, and Legal Liability to Participants

Prompt #6: Identifying a Driving Research Question for Your Topic

E-sports currently exist and are making revenue. How do E-sport athletes currently make money, and how sustainable is it as a career, and compared to existing sports careers, what does the future of esports look like, and how will it compare to existing sporting careers?

Prompt #7: Identifying The Type Of Data You Hope To Find

We hope to find data that would identify the monetary risks that athletes in e-sports face. The ideal data set would have annual salary, insurance claims, money taken out from insurance, amount of people turning into their games on average, length of e-sport career, and interest in e-sports throughout the years

Prompt #8: Identifying Potential Data Sources For Your Topic

- https://www.statista.com/statistics/304168/time-spent-watching-e-sports/
 - Total time spent watching eSports content worldwide from 2020 to 2023
 - Statistica is a widely used statistics webpage, having been cited and used in many professional papers and research
- <u>https://scoop.market.us/esports-statistics/</u>
 - Esports market (revenue and prize pools) statistics based on country and year
 - scoop.markey.us is a trustworthy source, having data matching up across other websites such as statistica, and the writer, Tajammul Pangarkar, has experience in data as he is a CMO at Prudour Pvt Ltd.
- https://www.demandsage.com/esports-statistics
 - Based on other reviews on the website and correct data across platforms, Demands Sage is a trustworthy source.
 - This source shows market information about e-sports. From this we would be able to show how the market works currently in e-sports, and how we can improve it. From this we would be able to make bar graphs to compare markets within different conditions.

Prompt #9: Identifying Potential Data Sources For Your Topic

- One article¹ we found shows the strategies of teams in esports. Another article² is about modeling gaming addiction in e-sports. This shows the potential danger that e-sport athletes face. Another article³ shows consumption behavior and this one⁴ shows the trajectory of esports, which will help us figure out how to improve e-sports in the future as it shows some of our needed data.
- Article 1:
 - https://umbrella.lib.umb.edu/discovery/fulldisplay?docid=cdi_doaj_primary_oai_doaj_org_article _c06f8a4b7fa8426c985a870174d310cd&context=PC&vid=01MA_UMB:01MA_UMB&lang=en &search_scope=MyInst_and_CI&adaptor=Primo%20Central&tab=Everything&query=sub,exact, %20Counter-Strike%20,AND&mode=advanced&offset=0
- Article 2: https://doi.org/10.1016/j.chb.2024.108470

- Article 3:

https://www.proquest.com/docview/2465713671?pq-origsite=gscholar&fromopenview=true&sou rcetype=Dissertations%20&%20Theses

- Article 4: https://www.emerald.com/insight/content/doi/10.1108/imds-06-2023-0423/full/html Prompt #10: Goals Of A Mathematical Model In The Project Phase

- We hope that our mathematical models will:
 - Show positive correlations between growth of the esports community and the economy of a country as a whole
 - If there is a positive correlation, compare salary of esports athletes with other professions
 - Look at cost of professional training/other requirements for esports
 - Put media impact into quantifiable terms
- How could it help you identify the likelihood & severity of risk and the changes over time or other elements that will help you characterize risk?
 - Results from correlations between the esports community and the economy of a country as a whole can find gaps in the economy of the country which esports can fill or places where esports are put at greater risk
 - This can be observed as a change over time as well
 - Given a positive correlation, if we compare the salary of esports athletes with other professions we can recommend changes and policies
 - Cost of professional training/other requirements for esports can determine risk for esports companies and players if the cost outweighs the monetary gain
 - Media impact on an esports team and company can compare the cost of a media team, revenue gained from audience participation and retention, and revenue/loss for teams with varying media impact
- What kind of mathematical analysis seems to be fruitful to pursue in the Project Phase for your
- proposed topic?
 - Through statistical analysis and tests such as median tst, multinomial test, McNemar's test, Binomial test, a Z test, F test, and different t-tests.

Prompt #11: Assumption Development

- Since our project focuses on the current trajectory of the market and risks athletes face monetarily, we want to focus on a smaller time range, and therefore we will focus on a smaller time period of 10 years. We hope that our strategy will also take off relatively quickly as it focuses on boosting e-sports, which is also a growing field, and therefore we think our strategy will only take 5 years to put into place; We expect our data to show a positive correlation with time, as consumer increase will create more esport contribution, boosting personal risk as well as money.

Prompt #12: Goal For Mitigation Strategy

- Behavior change
 - Trajectory: If an e-sports team is unable to start gaining profit quickly for their career, the projected outcome of the team is bankruptcy if no interventions are made.
 - Goal: The goal for a risk mitigation strategy in this regard is to prevent monetary losses from both team performance and potential social media losses.

- Modifying outcomes:
 - Currently, data projects that the United States makes around an 100% increase in the e-sports market then the next highest country, which is China. This means that athletes in China will have an advantage over other nationalities. Currently the average person makes less than the average US salary, so any losses would be very detrimental leading to very low career stability.
- Insurance
 - By providing insurance to esports companies as they gain prominence in the field in risky areas such as cybersecurity, travel insurance, and product/media liability, we can successfully assist the growing esports revenue, therefore helping the world market.
 - Currently, most athletes experience health issues from e-sports that could affect their playing. As injuries can affect e-sport athlete performance, leading to a decrease in their competitive revenue, the health of our athletes is an important factor to take into consideration. With insurance, the chance of recovery would be high, and this would be beneficial.
 - If insurance policies can provide e-sports athletes and e-sports companies a baseline for overall funds, both the company and the athlete will be put at less risk.
 - Current data shows that out of the interest group, 64% of them are 18-29 years olds. This means that advertising to those age groups would reduce the risks. Also 73% of people interested are men. Out of everyone, around 9% of people are e-sport fans, while American football only has 5%. This means that e-sports has the potential and the fans, eliminating risk

Prompt #13: Recommendation Differences Between Mitigation Strategies

We believe that cost would be the most helpful to prioritize when pursuing insurance. Our model aims to observe and reduce risk for the e-sports market as a whole and cost would be the most feasible way to quantify this as it can be put into context with all parameters we want to distinguish, including injury and marketing.

Prompt #14: Audience For Recommendations

One potential target audience would be insurance companies, as they would reduce risks that the athletes would face.

Prompt #15: Goals For Situation Improvement

We hope our recommendations will be able to successfully mitigate monetary risks concerning the e-sports industry as well as boost e-sports profits as a whole. Currently, esports is vulnerable to outside forces, such as media reception to an event or team formation, and as such has a tendency for profits to fluctuate. A best case scenario outcome would include a model which can identify and predict these fluctuations, thus fulfilling our hope to mitigate monetary risks concerning the esports industry and boosting profits. We hope that with our recommendations, we would be able to increase the e-sport market to a market worth relatively the same as other sports of its size, increasing the payment and livelihood of the athletes. We would be conveying our model and predictions through a paper.

Sources

Data set searching: <u>https://datasetsearch.research.google.com/</u>+

https://www.statista.com/forecasts/1130696/esports-revenue-share-country#:~:text=eSports% 20industry%20size%20by%20country%202023&text=The%20United%20States%20led%2 0the,to%20445.18%20million%20U.S.%20dollars. https://handbook.metafy.gg/blog/how-much-do-esports-players-make

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https://www.topendsports.com/world/lists/popular-sport/fans.htm

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https://github.com/sumitttttt/eSports-revenue-data-analysis/blob/main/README.md

https://www.esportsearnings.com/games

https://escharts.com/organizations/excel-esports

https://oddsmatrix.com/esports-data/

https://www.statista.com/outlook/amo/esports/worldwide#revenue

https://researchdata.edu.au/experiences-esports-betting-impacts-dataset/2836311

https://github.com/leomaurodesenv/game-datasets

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https://www.statista.com/statistics/816601/number-esports-sponsorships/

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https://www.kaggle.com/datasets/jackdaoud/esports-earnings-for-players-teams-by-game https://datasetsearch.research.google.com/search?src=0&query=esports&docid=L2cvMTFyd3Bi

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Extra data for future research

- <u>https://escharts.com/top-games?order=peak&year=all-time</u>
 - Escharts broadcasts events for people to watch. This data is the results of the matches they show
 - This source shows data about different games: the type, the prize pool, the peak viewers, the ongoing tournaments, and the total tournaments. We would create graphs to show trends within the different games, as well as popularity, showing optimal conditions.
- https://influencermarketinghub.com/esports-stats/
 - Based on previous experience with influencer marketing hub as well as its reputation, it is a trustworthy source that provides trustworthy information
 - This source shows e-sport data in 2024. From this we would be able to use growth statistics, as well as other data, to show how e-sports will fare in the future by creating graphs to show trends .
- https://github.com/sumitttttt/eSports-revenue-data-analysis/blob/main/README.md
 - From Sumit Redekar, a data specialist at Here Technology, this database is trustworthy from an academic source
 - This database provides statistics about Earnings & Game Genres in Esports. We will be able to use this data analysis to potentially certify our findings
- https://www.statista.com/statistics/1256162/global-esports-market-size/
 - eSports market size worldwide in 2022 and 2023, with a forecast to 2032
 - Statistica is a widely used statistics webpage
 - https://www.statista.com/statistics/1349787/russia-esports-reach-by-activity/
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- <u>https://www.statista.com/statistics/1491184/india-participation-in-e-sports-tournaments/</u>
 - Annual participation in e-sports tournaments across India from 2020 to 2023, with an estimate for 2024
 - Statistica is a widely used statistics webpage
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 - Leading e-sports players in Poland as of February 2024, by earnings
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- https://www.statista.com/forecasts/1286336/esports-revenue-in-russia-reach
 - Reach of the e-sports market in Russia from 2019 to 2029, by segment
 - Statistica is a widely used statistics webpage
- https://www.statista.com/statistics/1368769/russia-esports-tournaments-by-prize-money-won/
 - Prize money won by e-sports players from Russia from 2017 to 2022, by tournament
 - Statistica is a widely used statistics webpage

- https://www.statista.com/statistics/1108279/esports-interest-ethnicity/
 - Level of interest in eSports in the United States as of April 2023, by ethnicity
 - Statistica is a widely used statistics webpage
- https://www.statista.com/statistics/1449517/south-korea-e-sports-tournaments-by-prize-money/
 - Best e-sports tournaments results in South Korea as of February 2024, by prize money won
 - Statistica is a widely used statistics webpage
- https://www.statista.com/statistics/322119/highest-earning-esport-countries-asia/
 - Leading e-sports countries in Asia as of June 2014, by earnings
 - Statistica is a widely used statistics webpage
- https://www.statista.com/forecasts/1302530/esports-revenue-in-asia
 - Revenue of the e-sports market in Asia from 2020 to 2029
 - Statistica is a widely used statistics webpage
- https://www.statista.com/statistics/1129353/youtube-esport-concurrent-viewers/
 - Average number of concurrent eSports viewers on YouTube worldwide from 2017 to 2023
 - Statistica is a widely used statistics webpage
- https://www.statista.com/statistics/1263263/india-esports-players-population/
 - Number of eSports players across India from 2021 to 2022, with an estimate for 2027
 - Statistica is a widely used statistics webpage
- https://www.statista.com/forecasts/1373911/esports-market-reach-usa
 - Number of users of eSports in the United States from 2019 to 2029
 - Statistica is a widely used statistics webpage
- https://www.statista.com/forecasts/1307956/asia-esports-revenue-from-merchandise-and-ticketing
 - Revenue of the e-sports merchandise & ticketing market in Asia from 2020 to 2029
 - Statistica is a widely used statistics webpage
- https://www.statista.com/statistics/532689/annual-esports-prize-pools-worldwide/
 - Annual combined eSports prize pools worldwide from 2017 to 2023
 - Statistica is a widely used statistics webpage
- https://web.cs.wpi.edu/~claypool/papers/sports-esports-21/chapter-excerpt.pdf
 - WPI paper on differences between sports and e-sports: Amount prize money per person:
 - WPI is a well known institute relevant in research.
- https://www.esportsearnings.com/
 - Highest Total Prizes Awarded for each games
 - Esportsearnings's data matches up with ruther research.