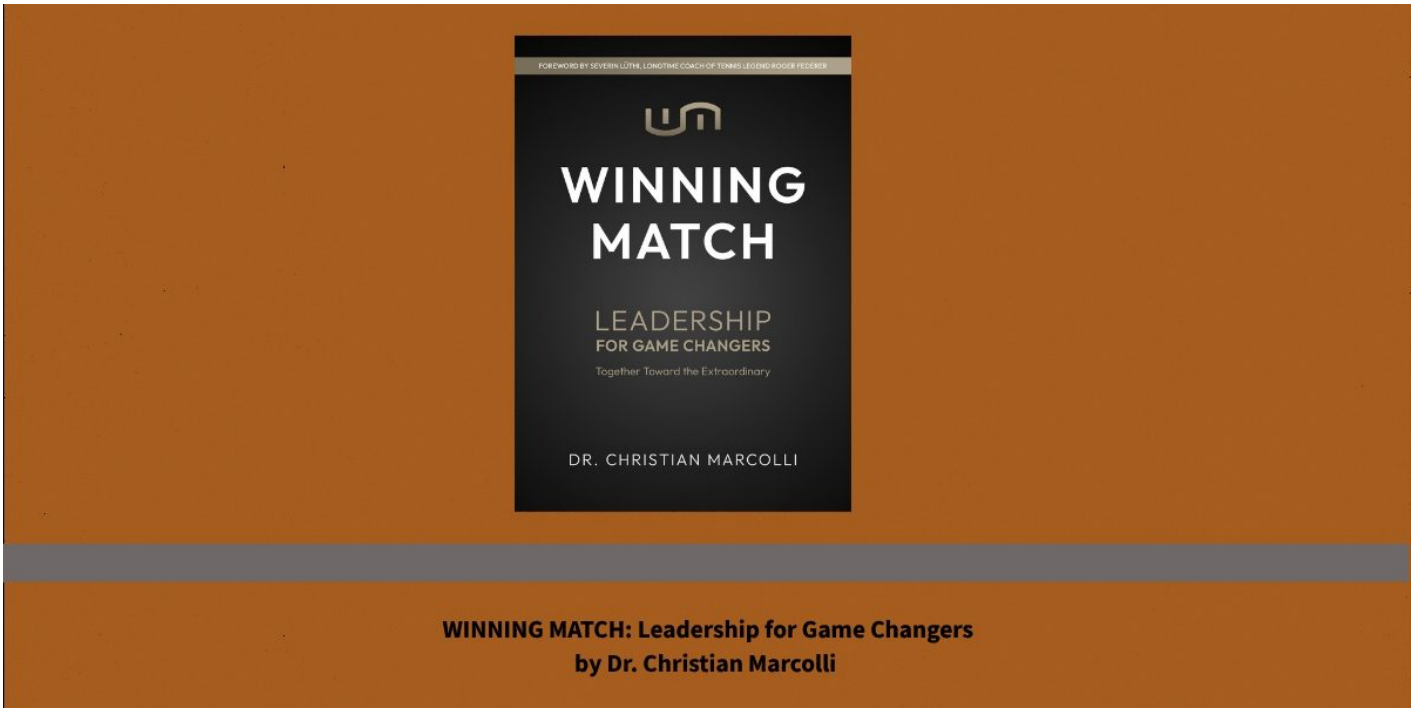
THE AMERICAN NEWS

BUSINESS

What Roger Federer's Longtime Coach Used to Build Champions, the Insight at the Heart of Dr. Christian Marcolli's Leadership Book



By: Vicent Morris

There is something quietly radical about a leadership book that opens by asking whether you are creating the conditions for others to achieve the extraordinary rather than whether you yourself are achieving it. That shift in orientation, from leader as performer to leader as architect of other people's performance, is the beating heart of Winning Match, and Dr. Christian Marcolli makes the case for it with the kind of grounded, experience-rich authority that only comes from having actually lived inside high-performance environments for a very long time.

The experience of reading this book is genuinely energizing in a way that surprises you a little, because it isn't trying to pump you up. It's trying to sharpen how you see. Marcolli has a gift for making you look at familiar situations from an angle you hadn't considered, and the cumulative effect of that across several hundred pages is that you finish the book with a noticeably different set of questions than the ones you walked in with. Not better answers only, but better questions, which in the context of leadership development is arguably more valuable.

What Marcolli is really exploring underneath the framework and the case studies is the nature of trust as a performance variable. Not trust in the soft, feel-good sense that gets mentioned in corporate values statements and then quietly ignored, but trust as the actual mechanism through which exceptional people decide whether to bring their full capability to a relationship or hold something back. His contention that most organizations systematically underinvest in the relational conditions that unlock Game Changer performance is argued with enough specificity and real-world evidence that it's difficult to dismiss, and the Winning Match framework he builds from that insight gives you something concrete to do with the recognition.

The dual background Marcolli brings to this work, University of Zurich-trained psychologist and former professional soccer player turned global leadership expert and executive coach, gives the book a range that most leadership writing can't match. He moves between the language of organizational psychology and the language of competitive sport with genuine fluency, and the examples he draws from both worlds reinforce each other in ways that make the underlying principles feel genuinely universal rather than context-specific. The Severin Lüthi foreword, the longtime coach of tennis legend Roger Federer, is a particularly smart framing device, because it immediately grounds everything that follows in the most compelling possible proof of concept.

The prose itself has a quality of considered clarity that reflects the author's psychological background without ever feeling clinical. Marcolli writes like someone who chooses his words carefully because he has learned from years of high-stakes coaching conversations that the precise word matters enormously. That attention to language makes the book a pleasure to read, even when the ideas it's delivering are ones that require you to sit with some discomfort about your own leadership habits.

For anyone in a position of responsibility for developing other people's performance, whether in a corporate context, a sports environment, or anywhere else where one person's growth is partly another person's responsibility, this book offers something genuinely useful and durably applicable. Dr. Christian Marcolli has written a leadership framework that respects both the complexity of exceptional people and the difficulty of

leading them well. That respect is evident on every page, and it is what makes this book worth your full attention.

If the idea that your best people need a specific kind of leader to become truly extraordinary sounds like something worth understanding better, Winning Match by Dr. Christian Marcolli is available worldwide through the major online booksellers. This is the book for leaders who are done leaving potential on the table and ready to do something real about it.

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