US BUSINESS NEWS

What Winning Match Asks of You as a Leader



Photo Courtesy: Dr. Christian Marcolli

By Fabiana Busquets

Here is the question Dr. Christian Marcolli is really asking, underneath the framework and the case studies and the insights drawn from two decades of coaching people at the absolute top of their fields. Are you the kind of leader someone with rare potential would choose to work with? That question lands differently depending on how honestly you answer it. The book gives you a rigorous, practical, experience-grounded way to close the gap between where you are and where you need to be, and that is what makes it one of the more genuinely useful leadership books to come along in some time.

A Coach Writing From the Room Where Performance Happens

Marcolli writes from a position of unusual authority. He is a University of

Zurich-trained performance psychologist who played professional football and has spent more than twenty years coaching executives at the highest levels of global business alongside elite athletes and sports icons. That combination of theoretical grounding and real-world immersion is not common, and it gives the book a credibility that you feel from the first chapter. He is not theorizing about what exceptional performance looks like. He has been in the room where it happens, often as the person most responsible for creating the conditions that made it possible.

Reading it feels like a long, unusually honest conversation with someone who has seen enough extraordinary performance to have stopped romanticizing it and started understanding it. There is a clarity in the way Marcolli describes Game Changers, the specific qualities that set them apart, the particular ways they need to be led, and the things that cause them to quietly disengage even when they are technically still showing up. You find yourself thinking about specific people you have worked with, or worked under, and seeing dynamics you experienced but could not fully name at the time.

How the Winning Match Framework Works

The framework itself is built around three ideas. It starts with identifying Game Changers, moves to building the right kind of trust-based partnership with them, and centers on having the quality of leadership conversations that actually move performance rather than just monitoring it. It is structured clearly enough to be immediately applicable without being so rigid that it stops fitting the messy reality of actual organizations. Marcolli understands that frameworks are only useful if they survive contact with real situations, and he builds his accordingly.

What also comes through clearly is how much this book respects the people it is about leading. Game Changers, in Marcolli's telling, are not just high performers to be optimized. They are complex individuals whose potential is deeply intertwined with their experience of the relationship they have with their leader. Treating that relationship as a genuine priority rather than a nice-to-have is the fundamental shift the book argues for. The foreword from Severin Lüthi, whose partnership with Roger Federer across some of the most

extraordinary years in tennis history is perhaps the defining real-world example, gives that argument its most compelling single illustration.

Why It Stays With You

This is a book that can change what you pay attention to, what you invest in, and what you ask of yourself in the relationships that matter most to your organization's performance. For leaders who are serious about that responsibility, it reads as essential. It speaks directly to anyone who believes their best people have not reached their ceiling yet and wants to be the reason they do. Some books tell you what great leadership looks like. This one sets out to show you how to live it.

Copyright ©2026 Matrix Global, LLC. All Rights Reserved.