

BEYOND WINNING



The Leadership Mindsets

An Executive Program for Senior Leaders that Master Contradiction and Sustain Performance

A UNIQUE LEADERSHIP OPERATING SYSTEM FOR SENIOR EXECUTIVES



In today's environment, leadership is no longer defined by choosing the right path, but by the ability to hold and orchestrate opposing forces simultaneously. Leaders who succeed institutionalize these tensions as a source of advantage. Navigating them deliberately and consistently drives high performance over time.



Beyond Winning provides a behavioral infrastructure to manage such contradictions. Built on five high-performance mindsets to master ambidexterity and navigate tensions, and anchored in a powerful performance principle derived from professional sports ($\text{Performance} = \text{Talent} \times \text{Training} \times \text{Mindset}$), it drives sustained performance.



Over three interactive days at WHU Campus in Düsseldorf, participants explore the core elements of sustainable high performance and develop their unique leadership operating system. They analyze real-world case studies, engage in team exercises and peer feedback, and build high-performance mindsets grounded in proven principles, frameworks, and practical tools.

THE COURSE

Day 1: Ambidexterity – Sowing and Harvesting

- Master ambidexterity and optimize today's performance while exploiting tomorrow's opportunities.
- Develop a leadership identity that balances immediate results with long-term goals.
- Establish the mindset architecture to navigate between stability and transformation.

Day 2: Orchestrating Opposites in Organizations

- Translate ambidexterity into organizational reality by designing a unique leadership operating system that balances competing demands.
- Apply five high performance mindsets and embed across culture, decision-making, and execution.

Day 3: Sustaining Performance Through Tension

- Navigate decisive moments where trade-offs must be actively integrated
- Turn set-backs into acceleration and success into the new baseline
- Build high-performing organizations by mastering contradictions

OUTCOME

- 1 Institutionalize ambidexterity and orchestrate stability and transformation at the same time
- 2 Embed performance discipline across the organization and balance short term execution with long term capability building
- 3 Align individual accountability with collective performance
- 4 Turn pressure, setbacks and ambiguity into performance drivers and scalable competitive advantage

KEY FACTS

1

HIGH-IMPACT LEARNING WITH POWERFUL CONNECTIONS
DUSSELDORF: 29 JUNE – 1 JULY 2026

2

LEADERSHIP ARCHITECTURE AND ELITE SPORTS INSIGHTS
to drive sustainable success in business and beyond

3

HIGH-PERFORMANCE MINDSETS
to lead with clarity, resilience, and lasting impact

PROGRAM FACULTY

Prof. Dr. Sascha L. Schmidt



As Chair of Sports and Management at WHU – Otto Beisheim School of Management, Sascha L. Schmidt is a leading voice on the future of sports at the intersection of business, technology, and society. His work explores how principles from elite sports can inspire leadership and innovation in organizations. As co-author of several Harvard Business School cases, he bridges academia and practice to help leaders apply high-performance mindsets to real-world challenges.

Dr. Michael Ilgner



Former Olympian and captain of Germany's national water polo team, Michael Ilgner combines elite sports experience with top-level leadership in business. As CEO of Deutsche Sporthilfe and later General Representative on the Management Board of Deutsche Bank, he drove transformation and performance culture. Today, through his company One May Group, he helps organizations apply success principles from sports to leadership and change.

PARTICIPANTS AND PARTNERS

PARTICIPANTS

Participants typically hold an undergraduate degree, demonstrate a strong growth mindset, and bring a minimum of 10 years of leadership experience. Candidates with an exceptional track record may be considered even if they do not fully meet all criteria.

Course fee: €3,950*

PROGRAM PARTNERS

As a Program Partner of the Center for Sports and Management, organizations benefit from enhanced flexibility and preferential conditions. Partners can select from a range of modules to design a customized learning journey aligned with their strategic objectives.

Benefits include package-based pricing and reserved course allocations. In addition, partners gain access to an extensive alumni network, enabling continued collaboration and development beyond the program.

Please contact us for information on packages

* Per participant (excl. VAT if applicable)

PARTICIPANTS AND PARTNERS

LET'S CREATE IMPACT TOGETHER!

For questions please contact:

Kerstin Forword

Center for Sports and Management

WHU – Otto Beisheim School of Management

kerstin.forword@whu.edu

www.csm.whu.edu