WHU
Otto Beisheim School of Management

EXECUTIVE EDUCATION





Competing Under Pressure

The Klitschko Leadership Program

KLITSCHKO /VENTURES

Photo: Sascha Ornot

About

Learn from proven frameworks from Dr. Wladimir Klitschko and his team at Klitschko Ventures, along with business knowledge from WHU – Otto Beisheim School of Management. Anticipate disruption, translate it into strategic advantage, and lead teams with clarity through competitive situations in high-pressure markets.

Duration: 3 modules, 3 days each

Language: English

Dates 2027: April 14-16 | May 10-12 | June 16-18

Location: WHU Campus Düsseldorf

Program Fee: €12,150

Early Bird Fee: €10,935 (until December 20, 2026)

Benefits

- Experience WHU's academic excellence combined with sports and industry expertise.
- Develop systematic approaches for navigating challenges under pressure.
- Connect with senior executives who lead in disruptive, complex environments.



Photo: Vera Tammen

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Learn more

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Overview

Competitive pressure can narrow perspective, cloud judgment, and complicate critical decisions. Effective leaders must do more than react quickly: they need to challenge assumptions, understand complex dynamics, and maintain sound judgment when the stakes are high. **Competing Under Pressure** addresses three key leadership questions:

1. What is changing?
How can leaders recognize emerging challenges before they become immediate threats?

2. What needs to move?
How can leaders overcome organizational barriers and mobilize people for change?

3. How do we perform when it matters most?
How can leaders make sound decisions and sustain performance under pressure?

One Challenge. Three modules. A roadmap for action:
Participants bring a real challenge from their organization and work on it throughout the program. They leave with a practical roadmap to drive implementation back in their business.

Who should attend:
Executives, general managers, and business unit leaders responsible for strategy, transformation, or organizational performance.

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Learning Journey

Module I – Focus
April 14-16, 2027

Proactive Positioning

Anticipate disruption. Shape your position.

Build an **adaptive leadership** mindset and identify the challenges that require your attention. Use **Corporate Foresight** to recognize early signals and assess how shifts in the market and technology could reshape your competitive position. Draw on your **leadership purpose** and values to frame your own organizational challenge.

Your Takeaway

Sharpen your strategic judgment, challenge established assumptions, and make deliberate choices about your future competitive position.

Module II – Agility & Coordination
May 10-12, 2027

Competing in Complex Systems

Read the system. Mobilize change.

Distinguish technical problems from **challenges that require adaptive change** in priorities, behaviors, or established practices. Examine stakeholder interests, **power dynamics** and the informal **networks** through which trust and influence flow. Assess when to improve structures and when strategic repositioning is necessary. Apply this to your own challenge: identify barriers and success factors, **map key stakeholders** and develop messages that help **mobilize support**.

Your Takeaway

Navigate organizational complexity more effectively, recognize sources of resistance, and mobilize stakeholders around a shared direction.

Module III – Endurance
June 16-18, 2027

Execution Under Pressure

Decide with clarity. Sustain performance.

Strengthen your **ability to lead** when information is incomplete, and decisions cannot wait. Explore **crisis response** and communication that preserves **trust under pressure**. Learn to distinguish preventable mistakes from responsible risk-taking and build a culture of learning, **resilience**, **and performance** without compromising **accountability.** Develop routines that help sustain progress on your organizational challenge beyond the program.

Your Takeaway

Improve your judgment in high-stakes situations, communicate credibly through uncertainty, and lead teams that learn and perform under pressure.

Three modules. One journey from foresight to execution.

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Learning Experience

From leadership development to a roadmap for your business.
Research and elite performance meet practical applications.

How You Learn

1. Learn from real decisions.
Harvard Business School cases featuring elite performers put you in the decision-maker's position. Debate difficult choices, challenge assumptions, and draw lessons for business leadership.

2. Apply frameworks to challenges.
Research-based frameworks, case discussions, and simulations help you analyze complex situations and translate insights into approaches for strategic and organizational challenges.

3. Experience the FACE method.
Focus, Agility, Coordination, and Endurance provide a structured framework for addressing challenges, mobilizing support, and establishing routines that enable performance under pressure.

4. Work on your own challenge.
Develop your organizational challenge across all three modules using dedicated canvases, mind maps, expert guidance, and peer coaching to translate insights into practical action.

What Organizations Gain

Strategic Readiness

A **clearly framed organizational challenge**, grounded in leadership values, internal and external perspectives, and a better understanding of **strategic priorities**.

Organizational Alignment

A sharper view of key stakeholders, competing interests, potential supporters and barriers, with tailored messages to **build commitment** and **mobilize change**.

Resilient Execution

A **personal implementation roadmap** with concrete actions, milestones, timelines, and routines—starting with what to do differently the **next working day**.

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Faculty & Speakers



Professor Sascha L. Schmidt
WHU Center for Sports and Management



Professor Miriam Müthel
WHU Chair of Organizational Behavior



Professor Yuval Kalish
WHU Chair of Leadership, Networks, and Organizations



Dr. Wladimir Klitschko
Klitschko Ventures, Founder



Tatjana Kiel
Klitschko Ventures, CEO



Ingo Sauer
Dirk Nowitzki Foundation, Board Member

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Today’s competitive environment is being reshaped by artificial intelligence, geopolitical shifts and saturated markets. Growth often comes from outperforming competitors and gaining market share. Leaders must move beyond reacting to change. This program strengthens their ability to anticipate disruption, think entrepreneurially and position their organizations proactively.

About WHU

WHU Executive Education is a leading provider of premium executive development programs. As one of Germany’s top private business schools, WHU ranks among Europe’s finest. Since 1984, the school has championed excellence and entrepreneurial thinking, producing innovative research that drives progress across society and industry.

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Photo: Vera Tammen

Economic competition has become a permanent stress test. The blows come from everywhere: shifting markets, ever-changing technologies, relentless competitors. Knowing that the hardest opponent is sometimes yourself. This program brings my knowledge of performing under pressure directly to leaders, helping them manage their emotions, think clearly, and face their challenges.

Learn more

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About Klitschko Ventures

The core of Klitschko Ventures' activities is the FACE the Challenge method, developed by Dr. Wladimir Klitschko, Tatjana Kiel and their team. It makes his expertise from 30 years of elite sports accessible to individuals, teams, and organizations. Based on this method, Klitschko Ventures delivers tailored consulting projects for companies and coaching and education formats.

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