



JONATHAN LOBERT

OLYMPIC MEDALIST • CONSULTANT • AUTHOR • KEYNOTE SPEAKER

Immersives *experiences*

Deciding, aligning, and performing in real-world situations

Experience what can't be taught!

JONATHANLOBERT.COM



BACKGROUND

Jonathan Lobert

Olympic medalist at the London 2012 Games, two-time Olympian, two-time World Vice-Champion and European Champion, Jonathan Lobert dedicated more than twenty years to the pursuit of performance in one of the most demanding environments there is : Olympic sailing. A discipline where you decide alone, under uncertainty, against the best competitors in the world.

Throughout this journey, one conviction emerged : the greatest achievements are not always the result of individual talent. They are often born from the ability to learn, share and grow together. This reflection became a book, **"Sharing is Winning!"**, currently available in French from Éditions Eyrolles.

Holder of an Executive Master in General Management from emlyon business school, certified in executive coaching at Université Paris Dauphine, and holding a Master's in Civil Engineering from the Université de La Rochelle, Jonathan Lobert now works as a consultant in leadership, cooperation and collective performance, keynote speaker and advisor to executives and large organisations, in France and internationally.

Through his keynotes, training programmes and consulting assignments, he builds bridges between the lessons of elite sport and the challenges facing organisations: deciding under uncertainty, strengthening cooperation, building trust, improving interactions and creating the conditions for lasting performance.

In brief

Olympic medal at the London 2012 Games

Two-time Olympian : London 2012 & Rio 2016

Author published by Éditions Eyrolles

Executive Master in General Management – emlyon business school

Keynotes in French and English

Book



"Sharing is Winning!"

How sharing becomes a powerful accelerator of progress and collective performance.

(Currently available in French only)

Éditions Eyrolles

From competition *to cooperation*



It all starts with **the pursuit of performance**. For years, Jonathan Lobert competed against the world's best sailors under one relentless logic: to win, everyone guards their knowledge, their analyses and their discoveries.

Then came a realisation: **in this game, everyone hits a ceiling**. Progress slows, the same mistakes are repeated, and each person reinvents alone what others have already learned.

The turning point was counter-intuitive: **training with your competitors**, sharing your data, your experiences and your learning. Everyone then progresses faster than if they had stayed alone. Rivalry becomes learning, learning becomes cooperation.

It is this conviction that led Jonathan Lobert to **the Olympic medal at London 2012**, a conviction he now shares with executives and their teams **to strengthen cooperation, accelerate learning and create the conditions for lasting collective performance**.

« The greatest performances are not always the fruit of competition. They are often born from the ability to learn, share and grow together. »

Testimonials

« His unique approach to change and his ability to tell captivating stories have always inspired our teams. »

Robin Malagie

DIRECTOR OF CHANGE MANAGEMENT
BANQUE POPULAIRE

« The teams particularly appreciated the relevance of his insights and his accessibility. »

Jacques Trinidad

GROUP SALES EFFECTIVENESS MANAGER
COFACE

« A sincere and authentic talk that brought all participants on board. An inspiring keynote, highly recommended! »

Anne-France Karnbauer

DEPUTY DIR. OF INTERNAL COMMUNICATION
FRANCE TÉLÉVISIONS

A *catalyst* for performance

GO BEYOND WHAT ANY PRESENTATION CAN DELIVER

Your teams in real-world situations

Two immersive experiences inspired by the world of competitive sailing, designed to place your teams in real-world situations. Each experience is tailored with you to reveal how your teams truly operate when it comes to **decision-making, alignment, and collaboration**.

WHY AN IMMERSIVE EXPERIENCE

Reveal Behaviours

When teams must decide, communicate, and align under pressure.

Embed Learning

Through a lived experience rather than an explained method.

Create a Shared Language

With common reference points that transfer directly to everyday work.

Strengthen Team Cohesion

Through a powerful shared experience that builds lasting connections.

WHAT YOUR TEAM EXPERIENCE

A **hands-on experience** inspired by the world of high-performance sport.

Decision-making under pressure, with partial and constantly evolving information.

Coordination across areas of expertise, where communication becomes decisive.

Collective alignment as the foundation of trust and performance.

A **structured debrief** that turns the experience into immediately applicable insights.

FORMAT

An immersive indoor experience, from one hour to half a day, combining videos and hands-on activities inspired by high-performance sport.
The duration is tailored to your objectives and the desired level of depth.

LANGUAGES

Available in French or English.
No sporting experience or sailing knowledge is required.



AN IMMERSIVE EXPERIENCE TAILORED TO YOUR CHALLENGES

Two complementary experiences

« *Each immersive experience reveals the mechanisms that drive decision-making, collaboration, and collective performance.* »

Each immersive experience is designed to address a specific objective. One explores individual decision-making in uncertainty, risk management, and emotional intelligence. The other highlights the mechanisms of coordination, leadership, and collaboration within a team. **According to your objectives, each experience is tailored to your context and desired outcomes.**

01

Step Into the Olympic Final!

MAKING DECISIONS IN UNCERTAIN ENVIRONMENTS

Making decisions despite uncertainty

Managing pressure with partial information

Turning risk-taking into opportunity-taking

02

Tactician: Orchestrating Collective Performance

ALIGNING AND COORDINATING A TEAM

Strengthening cooperation across areas of expertise

Clarifying roles and responsibilities

Developing shared leadership

01 Step into the Olympic Final !

MAKING DECISIONS AND ALIGNING IN UNCERTAIN ENVIRONMENTS

Step into the heart of the London 2012 Olympic Final. At each key decision point, participants take on the role of the tactician. Using only the information available at that exact moment, they analyse the options, challenge different perspectives, and **make decisions under pressure**. The experience then reveals the **consequences of each choice** and the mechanisms that enable sound **decision-making in uncertain environments**.

HOW THE EXPERIENCE UNFOLDS

Making decisions and aligning in uncertain environments

At each pause in the video, participants are given the same information that was available during the Olympic Final. They compare their analyses, build a collective decision, and commit to it within a limited timeframe.

Managing uncertainty and pressure

Decisions must be made despite incomplete information, an evolving environment, and significant time pressure. The experience highlights the mechanisms that help maintain clarity, sound judgment, and composure under pressure.

Turning risk-taking into opportunity-taking

Every decision has consequences. Participants discover how a well-considered decision can transform uncertainty into an opportunity for performance.

KEY TAKEAWAYS

Making decisions with clarity

Developing a decision-making approach when not all information is available.

Making decisions under pressure

Making fast decisions without compromising the quality of analysis.

Understanding risk more effectively

Shifting the way risk, uncertainty, and failure are perceived.

Aligning a team

Creating a shared direction that strengthens coordination and commitment.

Sustaining the ability to perform

Managing energy and engagement to maintain effectiveness and clarity over time.

FORMAT

An immersive indoor experience, from one hour to half a day, combining videos and hands-on activities inspired by high-performance sport.
The duration is tailored to your objectives and the desired level of depth.

« Waiting for certainty is already a decision... and often the decision to *let circumstances decide for you.* »

02 Tactician: orchestrating collective performance

ALIGNING AND COORDINATING A TEAM

On board, performance never depends on one individual, but on the quality of **coordination across the entire team**. Participants take on the role of the tactician. They must coordinate complementary areas of expertise, create a **shared intent, synchronise decisions**, and help the crew perform in an environment where every decision matters. An immersive experience that reveals the mechanisms of **collaboration, leadership, and team alignment under pressure**.

HOW THE EXPERIENCE UNFOLDS

Strengthening collaboration and collective performance

Creating the conditions for trust, commitment, and collective accountability.

Clarifying roles and improving communication

Coordinating expertise, sharing relevant information, and synchronising decisions.

Developing leadership in real-world situations

Continuously adapting, bringing the team with you, and maintaining a shared direction.

KEY TAKEAWAYS

Practical tools for clarifying roles and improving communication.

The conditions that foster **trust and commitment**.

A **new perspective** on collaboration under pressure.

Sharing intent to create lasting **team alignment**.

Leadership that brings people **together rather than imposes**.

Making **collective debriefing** a habit for continuous improvement.

FORMAT

An immersive indoor experience, from one hour to half a day, combining videos and hands-on activities inspired by high-performance sport.

The duration is tailored to your objectives and the desired level of depth.

« Collective performance cannot be commanded; it is orchestrated, *one decision at a time*. »

REFERENCES

They trust us

L'ORÉAL



« His presence on stage captivated our audience and enriched our event in a significant way. His inspiring talk and illuminating perspectives truly made a mark on our audience, making him a real asset. »

Mylene Candellato
EVENTS MANAGER



KEYNOTES IN FRENCH &
ENGLISH



NATIONAL & INTERNATIONAL
AVAILABILITY

A four-stage *approach*

Each intervention can be a starting point for a broader approach. These four stages can be combined according to your priorities to create lasting impact on **leadership and collective performance**.

01

INSPIRE

Keynotes

Create a shift in perspective

A signature keynote to inspire leaders, engage teams and open up new perspectives.

« Sharing is winning ! »

Bespoke topics

02

YOU ARE HERE

EXPERIENCE

Immersive Experiences

Learn through action

Place teams in real-life situations to reveal decision-making, collaboration and performance under pressure.

Two immersive experiences

03

TRANSFORM

Executive & Team Advisory

Create lasting transformation

Long-term individual or team advisory to embed new ways of working.

Executive Leadership

Collective Performance

Executive Committee

04

DÉVELOP

Masterclass

Build lasting capabilities

Four masterclasses designed to build key capabilities that can be applied directly in day-to-day work.

Collaboration

Decision-Making

Feedback

Energy

Every intervention is a starting point within the same broader approach.

EXPLORE THE APPROACH

jonathanlobert.com

DISCUSS YOUR CONTEXT

calendly.com/jonathanlobert/



BOOK A CALL

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Some skills cannot be taught. They can only be experienced together, in real-world situations.

Bring your teams on board!

