



In collaboration with



Guided Meditation: The Mindful Navigator

NOTE: "The highest value is created when you recognise that your competitor is also your collaborator, and that success is often achieved by balancing the tension between individual gain and collective growth."

"Find a comfortable posture, whether you're sitting in a chair, cross-legged on the floor, or even lying down. Allow your body to settle completely. Notice the points where your body makes contact with the surface beneath you, and allow your weight to be fully supported."

"Gently close your eyes, or soften your gaze toward the floor. For the next few minutes, this is your time to be fully present."

"Bring your attention to your breath. Feel the natural, effortless flow of air moving in and out of your body. Notice the gentle rise and fall of your chest or abdomen. There's no need to change your breath; simply observe it."

"This breath is your anchor. It grounds you in the present moment, giving you the power to **respond** rather than **react**."

"Now, gently bring to mind the complex relationship between **competition**, **cooperation**, **collaboration**, and **coopetition** in your work or life. Think of a challenge you've recently faced - a moment where you felt tension between the need to *win* and the need to *work together*."

"Acknowledge all these forces without judgment. Notice the energy of **competition** - perhaps a tightening, a rush, or a singular focus on your own outcome. Notice the energy of **cooperation** and **collaboration** - a feeling of openness, shared purpose, or ease."

"Imagine yourself as a mindful navigator, standing at the center of a ship's deck. You are observing a complex sea where different waves - competition, cooperation, collaboration - are constantly flowing. From this central, calm place, you have a clear view."

"Use your breath to create a **pause**. Inhale, and feel your self-awareness deepen. Exhale, and release any impulse to react immediately."

"Recall the key to **coopetition**: the ability to see both your own interests and the interests of the other. Hold the possibility that two truths can exist at once: *I will strive to succeed, and I will also support our mutual growth*. This dual awareness is the birthplace of wise strategy."

"As you breathe, set a quiet intention for how you will engage with these dynamics. Repeat these phrases silently to yourself:"

*"I commit to **Active Listening** to truly understand the needs of others."*

*"I commit to **Empathy** to see beyond my own perspective."*

*"I choose **Self-Regulation**; I will pause before I react."*

"Feel the calm strength that comes with knowing you have the power to consciously shift from an adversarial mindset to a shared-success mindset when the situation calls for it."

"Gently widen your awareness back to the room. Notice the sounds around you, the light behind your eyelids, and the feel of the air on your skin."

"Carry this mindful clarity and capacity for intentional transition with you as you move into the rest of your day."

"Remember Every Moment Presents An Awesome Opportunity."