



DAILY COMMUNICATION EXERCISE GUIDE

AS SHARED BY **HARI KOTIAN** ON THE **DWD PODCAST**

Exercise 1: To control your triggers.

Objective

To become aware of the labels and automatic judgments that shape how we listen, react, and relate to others and to pause before reacting.

Step 1: Stop

The first step is simply to stop. We rarely stop we just keep going. Stopping is powerful. It breaks the automatic momentum of reaction. When you stop, you create space for something new to arise.



Step 2 : Notice the Labels

When you stop, start to observe the thoughts and labels you have in that moment.



Ask yourself:

- What labels am I holding right now?
- What am I saying to myself about this person or situation?
- Am I thinking things like — ‘this generation is irresponsible’, ‘my staff doesn’t listen’, ‘I’m always stuck doing this’?

These internal commentaries shape how you listen and respond to people, to situations, and to yourself.

Step 3 : Observe the Experience in Your Body

Stay with the experience.

When irritation or emotion arises, notice it physically:

- The tightening of your jaw
- The flare of your nostrils
- The shallow breath

Simply experience it without reacting.

In that awareness, the predictable pattern — the same words, the same reactions — begins to dissolve. Something new can emerge.

Reflection:



Stopping is not passive — it's generative.

It opens a new space for awareness, choice, and creation.

Even after decades of practice, the art of stopping and noticing continues to reveal new insights.

Daily Practice & Context Awareness:

This isn't a one-time exercise — it's a daily discipline.

As Hari says:

“There's no debit-credit balance in this business. It doesn't buy you anything. You just have to keep practicing.”

He sets reminders in his phone — three times a day — that simply say:

- Stop. Notice.
- Notice body sensations.
- What are your thoughts right now?
- What are your feelings right now?

It only takes a moment.

Even while driving — when the alarm goes off — he pauses to notice:

- His irritability about traffic,
- His anxiety about upcoming meetings,
- His concerns or fears.

And with that pause, a choice opens up.

“The moment you stop, you now have a choice.”

Hari often repeats a phrase from Sanskrit:

“*Sandarbha Nirnayaka*” — *Context is decisive.*

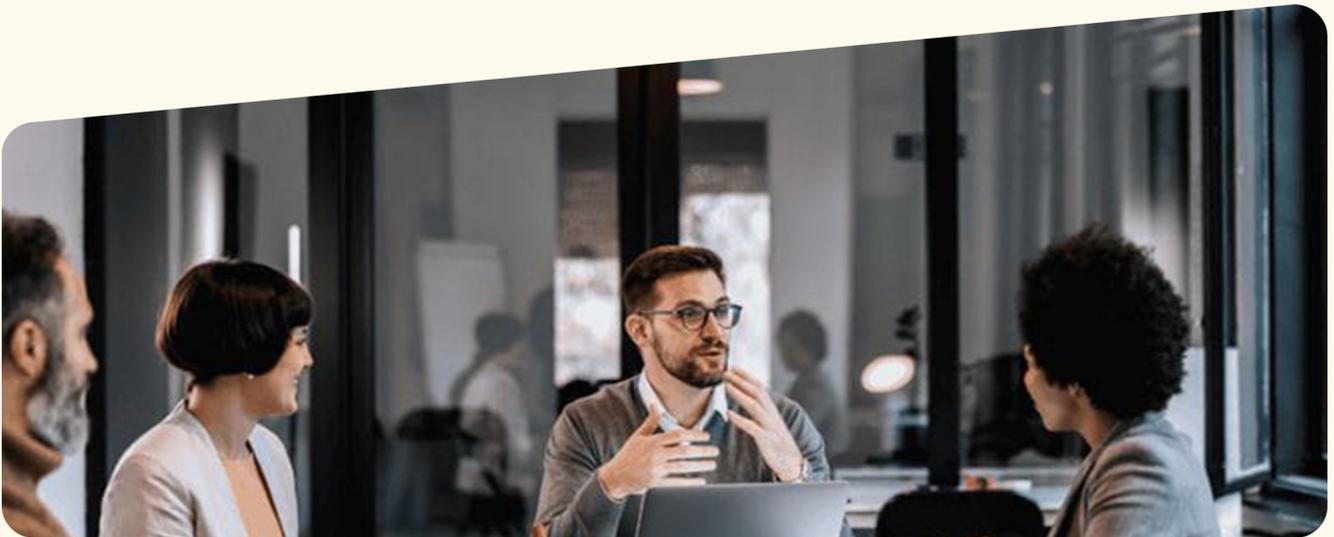
When you notice the context, ask yourself:

- Who is the one noticing it?
- Do I have the context — or am I the context?

For example, when you say, “Being a mother means being taken for granted”, — is that the truth, or just the context you’ve been living from?

The moment you can observe it, you are no longer trapped by it — you become the context instead of being limited by it.

Try It Today:



- The next time you feel triggered or irritated — stop.
- Notice what labels or judgments arise.
- Observe the sensations in your body.
- Don’t fix or change anything — just be aware.

Repeat this throughout your day.

Notice what shifts in your listening, your emotions, and your experience of others.

Exercise 2: To Restore Integrity in Communication



If you've broken an agreement — even a small one — notice how you listen to yourself afterward.

Hari says:

“When you've broken an agreement, observe how you listen to yourself. You can stop and notice yourself”.

Integrity begins by recognizing where we've drifted from alignment. When you notice it, pause.

Take responsibility, acknowledge what's incomplete, and *bring yourself back into alignment* — with your word, your commitment, and your listening.

Restoring integrity isn't about guilt; it's about returning to wholeness so communication becomes authentic again.

Exercise 3: To Make Your Communication Powerful



Stop, Notice & Observe — Now the Other Person

This time, while you stop and observe, go beyond yourself. Try to understand the other person's experience.

Ask yourself:

- “What might they be feeling right now?”
- “Where are they emotionally or mentally?”
- “Can I connect with them there?”

When you sense their experience, you gain perspective.

In conversations or negotiations, it's often not the “no” they're saying to you — they might be saying no to something else: fear, pressure, past experience, or misunderstanding.

By experiencing their world, you begin to communicate in a way that addresses what they truly need — not just what's spoken.

That's when your communication becomes powerful — because it connects, not convinces.

This principle applies everywhere:

- In business negotiations
- In leadership and team meetings
- In family discussions
- In difficult conversations of any kind

When you connect with the experience of the other, your words gain impact, empathy, and clarity.

That's the essence of powerful communication.

Closing Thought:

Stopping is not an interruption — it's an act of creation.

It's where awareness begins, and where transformation takes root.