Mindful of a Profit? A Critical Analysis of Meditation Apps in the Context of Neoliberalism and Western Constructions of Religion

Kylie Gurewitz

Honors Thesis
Faculty advisor: Professor Greta Austin
Thesis Reader: Professor Jonathan Stockdale
11 December 2019
Introduction:

In 1994, Andy Puddicombe left his home in the United Kingdom, and travelled to Asia to learn about Buddhism. Puddicombe studied under many Buddhist teachers, living in monasteries in India, Nepal, Thailand and several other countries. He eventually became a fully ordained monk in the Karma Kagyu Lineage of Tibetan Buddhism. The lifestyle of a Buddhist monk is, of course, extremely different from the average day-to-day of most modern Westerners. When living as a monk, one generally agrees to precepts to promote non-attachment, such as celibacy, eating only that which is offered, and living without money. When he completed his monastic commitment in 2004, Puddicombe returned to the UK, and eventually created the Headspace app, teaching the meditation techniques he learned while in Asia, without ever personally crediting any of his Buddhist teachers. Headspace is now estimated to be worth $250 million; and far from his days living without money, Puddicombe’s estimated worth is now $100 million. Prior to Puddicombe’s time as a monk, most Westerners still viewed Buddhist meditation as something “new agey,” or a little out there. But as Puddicombe learned, if you don’t mention Buddhism, meditation becomes a practical, catch-all solution for any and all problems in Western modernity. The result: today’s billion dollar industry for meditation and mindfulness.

In 1979, meditation was formally introduced into the field of Western medicine through Jon Kabat-Zinn’s Mindfulness-Based Stress Reduction (MBSR) courses, created to help patients deal with the stress and pain of cancer and other serious illnesses. Since the creation of MBSR, mindfulness meditation has become an important tool for psychologists and doctors, and mindfulness meditation has spread beyond the medical field, becoming a popular lifestyle tool for individuals coping with the stress of everyday life. Smartphone applications for meditation gained popularity in the 2010s, as apps like

---

2 https://www.linkedin.com/in/andypuddicombe/
Headspace and Calm began offering introductions to meditation and mindfulness for anyone, anywhere, advertising reduced stress and anxiety, greater feelings of happiness, improved focus and productivity. It was no longer necessary to join a Buddhist group, or to learn to meditate in a medical setting. The 1.2 billion dollar mindfulness industry became more lucrative than ever before, with apps making tens of millions of dollars yearly. Meditation has quickly become normalized in the West; over just the last five years, the rate of meditators in the United States has tripled, and is expected to soon surpass the number of Americans who practice yoga.

But how much are the users of meditation apps told about the roots of these meditation practices they are adopting? The creators of these apps assure users that although meditation practices may come from religious traditions, they have been secularized, and are now practical tools, compatible with any lifestyle. If so, then why is so much work done within these apps to rework the language around meditation, and to obscure the Buddhist and Asian roots of mindfulness? If the value system of Buddhism has been removed from meditation practice, then what values are now embedded in it? This prompts the question: what is necessary, and is it entirely possible, to make a religious practice into a secular one?

Through analysis of three popular meditation apps (Headspace, Calm, Insight Timer), this paper will examine how meditation apps, by in large, follow in the legacy of the Western mindfulness trend, attempting to downplay the religious roots of Buddhist meditation in order to best economize the mental health and happiness of their users. This effort, of downplaying the way these apps draw on Buddhism, is well received by consumers, because of the historical forces that have contributed to Buddhism’s unique cultural location in the West, as detailed by David McMahan.

---

5 Ibid.
6 Potkewitz, "Headspace Vs. Calm: The Meditation Battle that's Anything but Zen; A Pair of Apps Preach Relaxation to Millions of Customers--but Still Badly Want to Beat each Other," 2.
Literature Review

In *The Making of Buddhist Modernism*, David McMahan argues that a novel form of Buddhism has emerged over the last 150 years. He refers to this as Buddhist modernism, a term that does not simply refer to any form of Buddhism that exists in modernity, but to specific forms that have been influenced by the ideas of the European Enlightenment and other facets of Western modernity. By detailing the history of Buddhist literature in modernity, McMahan demonstrates how Buddhism has taken on a favorable image in the West by intentional demythologization, psychologization, and detraditionalization. Buddhist authors have used the languages of scientific rationalism as well as Romanticism, contrasting Buddhism with conservative forms of Christianity, to find a specific niche within Western discourse. Linguistic choices of early translators were an important way that Buddhism came to be understood by English-speakers. One significant example is the translation of the Sanskrit term *bodhi*. *Bodhi* is an important term in the central teachings of Buddhism, literally translating to “awakening,” and used to refer to the Buddha’s highest attainment. The way this term is translated into English, shifts its meaning:

The most common English translation, “enlightenment,” invokes, however, a complex of meanings tied to the ideas, values, and sensibilities of the European Enlightenment: reason, empirical observation, suspicion of authority, freedom of thought, and so on. Early translators, moreover, consciously forged this link. Buddhist studies pioneer Thomas W. Rhys Davids (1843-1922) first translated bodhi as “Enlightenment” and explicitly compared the Buddha with the philosophers of the European Enlightenment. In this example, McMahan illustrates how the link between Buddhism (as it is understood in the West) and the values of the European Enlightenment, was intentionally created by Western writers. This association is significant, because it has changed the way that Buddhism is understood in Western culture, compared to traditional forms of Buddhism in Asia. By drawing these types of comparisons between content of the Buddhist canon, and Western culture, a new form of Buddhism emerged: one that was detraditionalized, demythologized, and eventually psychologized.

---

8 McMahan, David L. The Making of Buddhist Modernism. Introduction. 15.
One of the main shifts from traditional Buddhism into Buddhist modernity is the role of meditation. McMahan explains that though many (Westerners) assume meditation to be the central practice in Buddhism,

only a small minority of Buddhists actually practice [meditation] in any serious way. The vast majority of Asian Buddhists have practiced the dharma through ethics, ritual, and service to the sangha.  

Given the history of Buddhist transmission to the West, and the way that it was framed to reflect Enlightenment values, it follows logically that meditation would be emphasized over more “religious” ways of practicing Buddhism. Buddhism was presented as, “a path of human development that accorded with Western conceptions of the perfectibility of man through rational action, moral reflection, disengaged self-observation, and the attainment of control over the passions.” This representation, McMahan argues, is what allowed Buddhism, as a foreign religious tradition, to enter into modern Western culture. As meditation seemed to reflect Western values, specifically those of internal self-improvement, it forged an entry point for Buddhism into the West. The discourse around meditation apps still reflects those ideas today.

One of the main products of Buddhist modernity has been the creation of an entirely separate category: mindfulness. In “Mindfulness: A Critical Perspective,” Phil Arthington contextualizes the popularity of mindfulness, “as a product of advanced capitalist society.” He argues that mindfulness is used to reinforce the ideology of neoliberalism through its modern individualist iteration: “...mindfulness is commonly being used as a technique for the regulation of individual subjectivity in a manner that is in line with neoliberalism, one of the major ideologies supporting the capitalist system.” Secularized mindfulness does this by promoting a concern with the individual, focusing on the freedom to choose, and

---

9 McMahan, David L. The making of Buddhist modernism. Chapter 7. 2.
12 Ibid.
emphasizing one’s personal responsibility for self-improvement.\footnote{Arthington, Phil. "Mindfulness: A critical perspective." 89.} Invoking Foucault, Arthington calls mindfulness a form of “psychological power/knowledge which obscures political and socioeconomic perspectives on the factors underlying unhappiness and distress in contemporary capitalist society.”\footnote{Ibid.} Through illustrating the prevalence of biomorality in modernity, Arthington demonstrates how secularized mindfulness serves neoliberal ideology.

In the article, “Can ‘Secular’ Mindfulness Be Separated From Religion?” C. G. Brown argues that so-called “Secular Mindfulness” practices can not be categorized as fully secular, nor fully religious.\footnote{Brown, Candy Gunther. "Can “Secular” Mindfulness Be Separated from Religion?” In Handbook of Mindfulness, pp. 75-94. Springer, Cham, 2016.} While most businesses today market mindfulness as entirely secular, they fail to fully define the terms religious or secular, or to explore, “the corollary that a secular practice presumably started off religious.”\footnote{Brown, 77.} Brown explores six different “linguistic tactics” that are used to promote mindfulness as a secular practice, such as linguistic substitution or simply avoiding any Buddhist or religious terms. For Brown, “secular mindfulness” demonstrates the blurred boundaries between the secular and the religious. Brown’s analysis is pertinent to the study of meditation apps, as their content and marketing often employs these specific linguistic strategies.

In “Selling Mindfulness: Commodity Lineages and the Marketing of Mindful Products,” Jeff Wilson explores the commodification of mindfulness while also considering “ancestors” of this economization, such as Evangelical commodification of Christianity. He argues that there is a parallel between magazines like Mindful (which promotes mindfulness and meditation without ever mentioning Buddhism) and Evangelical products such as, “Bible-based diet fads, evangelical sex manuals, Christian Rock music, godly exercise books, and more.”\footnote{Wilson, Jeff. "Selling mindfulness: commodity lineages and the marketing of mindful products." In Handbook of Mindfulness. 111.} Products such as these market the values of Christianity, while making themselves accessible to a broader, secular audience. Another example of this is the
children’s series Veggie Tales, which, “successfully markets Christian morality and biblically derived stories by not dressing them in the trappings of Christianity.”\textsuperscript{18} By avoiding overt religiosity, Veggie Tales became a popular mainstream show. In the same way, Wilson demonstrates how mindfulness media is “de-buddhified” in order to reach a broader audience today in the West.

Simultaneously, Wilson illustrates how products with no ties to Buddhism or mindfulness are often intentionally branded with Buddhist or mindful values/aesthetics. According to Wilson, “Buddhism is now a resource for the commodified mindfulness movement, to be deployed strategically when it serves a purpose. It can be a branding tactic, provide “exotic” aesthetics, serve as a symbolic code for values and ideas, and also be a convenient foil for secularists who use it to stand for larger issues or a target for biases toward “religion” as a whole.”\textsuperscript{19} Within today’s commodification of mindfulness, Buddhism is strategically invoked or omitted to most effectively market whatever the product might be.

Wilson addresses similar concerns in \textit{Mindful America}, wherein he analyzes the way mindfulness products are marketed, arguing that there has been a progression of three steps by which mindfulness has become decontextualized from Buddhism:

There is a progressive process: first Buddhism is made palatable via mindfulness in order to sell Buddhism, then mindfulness is made palatable via eliminating Buddhism to sell mindfulness, then mindfulness is so appealing and denatured that it can be used to sell other products, such as financial services, vacations, clothing, computer software, etc.\textsuperscript{20} It is the second step — how mindfulness is made palatable via eliminating Buddhism, that this paper will primarily analyze. Additionally, Wilson argues that modern mindfulness could be seen as a “secular religion,” in that it provides many of the same benefits of religion, without necessitating belief in a higher power.\textsuperscript{21}

\textsuperscript{18} Wilson, Jeff. "Selling mindfulness: commodity lineages and the marketing of mindful products." In Handbook of Mindfulness. 111.

\textsuperscript{19} Wilson, Jeff. Mindful America: Meditation and the mutual transformation of Buddhism and American culture. Oxford University Press, 2014. 118.

\textsuperscript{20} Ibid.

\textsuperscript{21} Wilson. Mindful America: Meditation and the mutual transformation of Buddhism and American culture. 185.
Each of these works examine the state of Buddhism and meditation within Western modernity, and critically examine their commodification. Additionally, these works address the role of secularization, which has made both mindfulness and meditation more palatable concepts to Westerners, in contrast to the idea of Buddhism as a religion. However, none of these sources fully address the most recent phenomena of the mindfulness movement: meditation apps. I will draw on their analysis of secularization and commodification of mindfulness, applying it to the much smaller amount of scholarly literature written specifically on meditation apps.

In “Mobile Mindfulness: Practicing Digital Religion on Smartphones with Buddhist Meditation Apps,” Joanna Piacenza analyzes meditation apps through the lens of Buddhism modernism to illustrate how technology has altered the practice of meditation. Looking at two specific apps (Buddhify and ReWire), she argues that these apps, and the setting of the smartphone, intensify McMahan’s elements of Buddhist modernism: psychologization, demythologization, and deinstitutionalization. Piacenza also points out how the privatization of religion has been intensified through the smartphone: “In contemporary American society, one’s religion is a personal, highly individual matter. Recent research (Barna 2012) reveals that more Americans are tailoring religion to ‘fit their needs’ … private and personal smartphones encourage this idea, allowing users to customize how to learn about, communicate with, and practice religion…”

In “Mindfulness, Self, and Society: Toward a Sociological Critique of Mindfulness-Based Interventions,” Spencer Aaron Huesken endeavors to understand how meditation apps exist as a part of everyday life. He writes, “this project was designed to explore how mindfulness might be informing the ways in which individuals are constructing, understanding, and practicing self and selfhood in a

---

contemporary neoliberal context.” Huesken interviews six Headspace users to form a sociological critique of mindfulness-based interventions.

While Piacenza’s essay addresses the role of Buddhism in meditation apps, *Mobile Mindfulness* lacks analysis of the messages embedded within meditation apps. Huesken’s article, on the other hand, does this by addressing the role of neoliberalism, however he focuses on the impact this has on the individual user. To build on the works of these authors, this paper will analyze the role of Buddhism in meditation apps, as well as the way that they reinforce neoliberal values. In order to analyze the often unclear role of Buddhism, I will apply Brent Nongbri’s definition of, and embedded critique upon, the term religion.

**Brent Nongbri: Defining Religion**

In *Before Religion: A History of a Modern Concept*, Brent Nongbri argues that religion is a modern, European social construct. Nongbri outlines the general assumptions around the concept of religion: that it is a part of human experience across time and cultures, and though different world religions may vary, they all share certain definitive qualities that make them identifiable as something called “religion.” In the last forty years, however, scholars from various fields have found that there is no comparable term to ‘religion’ in any ancient language. Nongbri explains:

> [Scholars] have noted that terms and concepts corresponding to religion do not appear in the literature of non-Western cultures *until after those cultures first encountered European Christians.* They have pointed out that the names of supposedly venerable old religions can often be traced back to the recent past (“Hinduism,” for example, to 1787 and “Buddhism,” to 1801). And when the names do derive from ancient words, we find that the early occurrences of those words are best understood as verbal activities rather than conceptual entities; thus the Greek term *ioudaísmos* was not “the religion of Judaism,” but the activity of Judaizing… the arabic *islam* was not “the religion of Islam,” but “submitting to authority.”

---

27 Italics are mine.
The concept of religion was a European invention, and thus as Europeans travelled and colonized, they began to look for equivalents to “religion” in other cultures, coining terms such as Hinduism and Buddhism. While the practices of Hinduism and Buddhism have been happening for thousands of years, they were not classified as “religions” until European influence. Similarly, the terms ioudaismos and islam illustrate that the traditions of Islam and Judaism did not emerge as “religions” in the sense that the word is understood today.

Based on this historical lack of a concept of religion as we define it today, Nongbri argues that, “the idea of religion as a sphere of life separate from politics, economics, and science is a recent development in European history, one that has been projected outward in space and backwards in time with the result that religion appears now to be a natural and necessary part of our world.” Essentially, this idea of religion was naturalized to such a degree that it was projected from Europe onto other cultures, and even onto the past. This naturalization has led to the modern conceptualization of religion as something inherent to human societies. Nongbri builds on anthropologist Talal Asad, who argues that religion must be a modern concept given its link, “to its Siamese twin, ‘secularism.’” Nongbri states: “It is this simultaneous birth of religion and secularism that merits attention. That said, I want to stress I am not interested in the so-called secularization thesis… Instead, one of the problems this book addresses is how we have come to talk about ‘secular versus religious’ at all.” Both Asad and Nongbri are interested in the connection between what is considered secular and religious and the way that these ideas have been constructed.

When referring to the “modern conception of religion,” Nongbri is neither contrasting this with an ancient conception nor allying himself with any particular definition of religion. Instead, he refers to the term’s dominant and varying usage in the United States — as something that resembles Protestant

Christianity.\textsuperscript{32} He discusses many scholars’ definitions of religion, including Bruce Lincoln’s. Lincoln critiqued earlier definitions of religion, such as Clifford Geertz’s, as being too focused on Christianity, and thus not inclusive of, “things one intuitively wants to call ‘religion’—Catholicism and Islam for instance.”\textsuperscript{33} Nongbri identifies the importance of this intuition; the challenge of defining religion is that, “such definitions will always be subject to that impulse to be consistent with everyday speech.”\textsuperscript{34} In other words, such definitions must always fit our intuitive ideas of religion, otherwise they are considered insufficient. Rather than falling into this pitfall of defining religion, Nongbri uses a, “less technical and more pragmatic approach,”\textsuperscript{35} identifying religion not through a definition but through its general usage:

Because of the pervasive use of the word “religion” in the cultures of the modern Western world (the “we” here), we already intuitively know what “religion” is before we even try to define it: \textit{religion is anything that sufficiently resembles modern Protestant Christianity.}\textsuperscript{36} Such a definition might be seen as crass, simplistic, ethnocentric, Christiano-centric, and even a bit flippant; it is all these things, but it is also highly accurate in reflecting the uses of the term in modern languages.\textsuperscript{37}

The intuition that informs Westerners’ internal definitions of religion is simply a comparison to Protestant Christianity. Within Western modernity, if a tradition has enough similarities to the practices and beliefs of Protestant Christianity, then it is generally deemed a religion.

\textbf{Applications to Buddhism and the Meditation Market:}

Nongbri’s argument informs many discussions about the religious and secular, especially as those discussions pertain to the secularization of Buddhist meditation. The perception of Buddhism as a philosophy, not a religion, has aided the secularization of meditation. This common perception is a result of the history of Buddhism’s migration into Western culture, as detailed by McMahan and Wilson. Buddhism gained a foothold in the West through intentional juxtaposition with Protestant Christianity;

\textsuperscript{32} Nongbri, Brent. \textit{Before religion: A history of a modern concept}. 16.
\textsuperscript{33} Nongbri, Brent. \textit{Before religion: A history of a modern concept}. 17.
\textsuperscript{34} Ibid.
\textsuperscript{35} Ibid.
\textsuperscript{36} Italics are mine.
\textsuperscript{37} Nongbri, Brent. \textit{Before religion: A history of a modern concept}. 18.
mainly alignment with Enlightenment values, and a lack of belief in God. In order to contrast with Christianity, Buddhism was presented as a tradition without dogma or doctrine, as a tradition more compatible with Western science and Enlightenment values than Protestant Christianity. Buddhist meditation can be considered secular as a result of this specific cultural location it now occupies in the West, wherein it is seen as a tradition that can bring about tangible benefits, but bears no resemblance to Christianity. This view of Buddhist meditation can be seen clearly in Jan Kabat-Zinn’s Mindfulness-Based Stress Reduction (MBSR) courses, which I argue are historically significant in the development of meditation apps.

**Roots of Mindfulness as Stress Reduction — Jon Kabat-Zinn**

In 1979, American professor emeritus of medicine Jon Kabat-Zinn introduced Mindfulness-Based Stress Reduction courses (MBSR) at the University of Massachusetts, formally introducing mindfulness into Western medicine. The purpose behind MBSR courses was to help people with chronic illness and cancer use mindfulness to help deal with pain. MBSR programs are eight-weeks long, during which participants attend weekly two-and-a-half hour classes, and complete homework assignments which include daily meditation and yoga, as well as journaling about their stressful experiences.

MBSR has been extremely popular; it was estimated in 2015 that there were over 1000 instructors teaching over 7000 MBSR programs in over thirty countries. Kabat-Zinn’s Center for Mindfulness in Medicine, Healthcare, and Society estimates that tens of thousands of people have completed MBSR programs. And far more individuals have been influenced by Kabat-Zinn’s medicalization of mindfulness, through therapeutic protocols derived from MBSR, such as Mindfulness-Based Cognitive Therapy, which is used to treat depression, as well as Dialectical Behavioral Therapy, used to treat

---

38 McMahan, David L. The Making of Buddhist Modernism. Introduction. 15.
39 The exact year is dated differently by different sources -- but most agree that 1979 is the year that MBSR began as a program offered at the University of Massachusetts Medical Center. (Hickey, Patricio).
41 Brown, Candy Gunther. "Can “Secular” Mindfulness Be Separated from Religion?" In Handbook of Mindfulness, pp. 79.
Borderline Personality Disorder. These are just a few examples of medical techniques that have been adapted from MBSR, or from research done on MBSR.

Kabat-Zinn brought meditation into the medical mainstream through these courses, creating the precedent for the way that meditation is commodified today. For pragmatic reasons, MBSR courses intentionally conceal the Buddhist and Hindu roots of the meditation practices they teach. MBSR is considered secular; otherwise it would not be able to be implemented medically. But it is worth noting that Kabat-Zinn did not learn meditation in the secular way that he teaches it. He trained as a Dharma teacher under Korean Zen master Seung Sahn. Though the program is considered secular, looking into the framework of MBSR many have noted that it includes rephrased versions of the Buddha’s Four Noble Truths as well as the Eightfold Path.

Despite this, MBSR is still viewed as secular enough to be implemented in hundreds of medical settings around the world, and has been cited by both legal and policy analysts as secular and lacking any religious or spiritual teachings. In “Meditation as Medicine: A Critique,” Wakoh Shannon Hickey explains:

When he [Kabat-Zinn] began to develop MBSR in 1971, he anticipated that doctors and scientists, as well as many patients, would resist a program explicitly grounded in a particular religious tradition, especially a foreign one… So it is understandable that Kabat-Zinn’s rhetoric has carefully distanced MBSR from Buddhist or Hindu teachings that regard meditation and yoga as religious disciplines.

Thus, Kabat-Zinn worked to make sure that MBSR would not seem religious or foreign, so that the program would not be rejected because of users’ ethnocentric values and religious skepticism. In order to accomplish this, he made careful linguistic choices to disguise the religious roots of the program. C. G. Brown explains:

---

44 Ibid.
In the early years, Kabat-Zinn “bent over backward” (in his words) to select vocabulary that prevented both patients and hospital staff from recognizing MBSR as the “essence of the Buddha’s teachings” … Over time, as scientific publications (which Kabat-Zinn pioneered in publishing) lent credibility to mindfulness, he felt it was safe to begin to “articulate its origins and its essence” to health professionals, yet “not so much to its patients,” whom he has intentionally continued to leave uninformed about the “dharma that underlies the curriculum” (2011).

As mindfulness became more respected in Western scientific communities (due to the psychologization of Buddhist meditation⁴⁹), Kabat-Zinn was able to discuss these religious origins with other medical professionals. However, the popularization of mindfulness meditation in general society had not occurred, and thus Kabat-Zinn continued to obscure the “dharma,” of Buddhist teachings behind MBSR.

Today, Kabat-Zinn is clear about the roots of MBSR. In 2011, he said that MBSR, “is the movement of the dharma into the mainstream of society.”⁵⁰ In 2015, Kabat-Zinn also stated, “what is practiced in Buddhist monasteries is essentially no different from what is taught in MBSR.”⁵¹

Pragmatically, it is clear that without Kabat-Zinn’s careful linguistic choices, the vast amount of research on mindfulness would not exist today. But his initial approach did set a precedent for others to teach “Buddhist meditation (without the Buddhism)”⁵² in the same way. Considering that MBSR courses are focused on explicitly Buddhist teachings (although it is not disclosed to patients), it seems faulty to categorize them as secular, and it is somewhat surprising that they have been able to pass as non-religious for so long. However, invoking Nongbri, MBSR courses look very different than the practice of Protestant Christianity, and thus are not intuitively viewed as religious by the average modern Westerner.

Kabat-Zinn’s legacy lies not only in the popularization of mindfulness practices in the medical field, but also in the specific way that he promoted meditation as secular, and distanced the practice from Buddhist teachings. I argue that Zinn’s legacy plays out clearly today in meditation apps; the only significant difference is the shift toward multimedia and technology. This legacy will become clear

⁴⁹ McMahan. The Making of Buddhist Modernism.
⁵⁰ Ibid.
⁵¹ Ibid.
through examination of the discourse present in leading meditation apps Headspace, Calm, and Insight Timer.

**The Apps**

The framework of a meditation app is quite simple. These apps don’t do anything on the cutting edge of technology; they are largely just digital spaces for audio files to inhabit. The audio is the only actual content of the app; so theoretically, an app is unnecessary to access this audio. The files could theoretically just be sent to users and downloaded as audio files. However, as the mindfulness industry continues to grow, it becomes more important for businesses’ specific brands of mindfulness to stand out from the crowd.\(^53\)

The location of a smartphone app allows for unique design and branding choices. And most importantly for this branding, the format of an app allows for the incorporation of images. In *Mindful America*, Jeff Wilson notes that, “the marketing of mindfulness is complicated by the difficulty of its visual depiction. How do you sell something that can’t be drawn or photographed? … The only recourse is to be indirect. Ads have to imply values that are connected to mindfulness, such as peace, harmony, concentration, happiness, health, and so on.”\(^54\) This applies not only to ads, but also to the design choices within meditation apps, considering that the layout of the app has to “sell” the meditations within it. These apps are free to download, but charge for subscriptions for full access within the app. Because each of these apps are in direct economic competition as a result of selling very similar products, each app must brand itself competitively, and that branding often serves to disguise the Buddhist roots of its product.

**Headspace: Founding and Background**


\(^54\) Wilson, Jeff. *Mindful America*. 152.
Headspace was one of the first meditation apps to gain popularity and brand-recognition. The company was founded in 2010 by Andy Puddicombe and Rich Pierson. Puddicombe grew up in Bristol, UK, where he lived until the age of 22. At this point, Puddicombe was pursuing a degree in sports science when several close friends of his died in a tragic car accident. To deal with his grief, Puddicombe left university, and travelled to Asia to study meditation. He became a Buddhist monk, and studied in India, Nepal, Myanmar, Thailand, Australia and Russia, eventually becoming a fully ordained Tibetan Buddhist monk in the Karma Kagyu Lineage in India, in the Himalayas. After completing his monastic commitment (living as a monk for ten years), Puddicombe came back to the UK and began to teach meditation. The Headspace website explains:

To demystify the mystical, Andy set up a meditation consultancy and began working with politicians, athletes (that sports science background finally came in handy), and business leaders. That’s when Andy met Rich Pierson, who needed help dealing with the stress of the advertising world. Before long, Andy and Rich were skill-swapping meditation for business advice. That’s when Headspace was born.

Pierson’s background in business development, when combined with Puddicombe’s knowledge of meditation, created the foundation necessary to launch Headspace in 2010. It began as an events company, hosting live meditation gatherings, but participants wanted to be able to meditate on their own, which is how the idea for an app was started. The Headspace app launched in 2012 and grew quickly, reaching the top of Apple’s app store charts, with a second version released in 2014. Headspace now employs over 200 people from its offices in Santa Monica, San Francisco, and London.

---

55 It was difficult to find the specific tradition in which Puddicombe was ordained, as Headspace does not list this information. This was taken from Andy Puddicombe’s Linkedin education section. [https://www.linkedin.com/in/andypuddicombe/](https://www.linkedin.com/in/andypuddicombe/).


57 Ibid.

Headspace hired Ross Hoffman as their new chief business officer, away from Twitter, where he was in charge of global content partnerships.\footnote{Potkewitz, Hilary. “Headspace vs. Calm.” 2.}

**App Layout:**

The Headspace app is structured similarly to a generic social media app, with Home, Explore, Sleep, and Profile options on the bottom of the screen. The app is free to download, and offers a basics course for free, with ten days of ten-minute meditations to “learn the fundamentals of meditation and mindfulness.”\footnote{Headspace Inc. “Headspace.” Version 3.62.0.} To access the other meditations on the app, users must subscribe, choosing between different payment plans. There is a $12.99/month option, or if one chooses to commit to a year-long subscription, that amount is discounted to $9.99/month. Headspace also offers the Headspace Family Plan, as well as a heavily discounted Headspace Student Plan. Headspace also offers Headspace for Work, a larger service for business owners to offer employees,\footnote{“Happier people. Healthier business.” Headspace. Accessed August 2019. https://www.headspace.com/work} as well as a free option for K-12 educators.\footnote{“Meditation made simple.” Headspace. Accessed August 2019. https://www.headspace.com/subscriptions}

The Home button takes the user to a feed with meditation packs they have been working on, as well as Everybody Headspace\textsuperscript{(a ‘group meditation’),} Recommended for you meditations, and recently viewed. In the Explore page, one can search for a particular meditation, or look under the different categories. These include: “Featured,” “Meditation Timers and Basics,” “Stress and Anxiety,” “Falling Asleep and Waking up,” “Performance Mindset (NBA),”\footnote{Headspace has a partnership deal with the NBA, which includes the WNBA and the G League. All of the athletes are given free subscriptions to the Headspace app, in exchange for, NBA members creating Headspace content (Mullin). The Wall Street Journal calls the partnership, “an attempt to take meditation out of the realm of chanting and incense and into the familiar, everyday territory of the basketball court.” (Mullin, Benjamin. “Meditation App Headspace Inks Content Partnership with NBA.” The Wall Street Journal. Dow Jones & Company, March 20, 2018. https://www.wsj.com/articles/meditation-app-headspace-inks-content-partnership-with-nba-1521556200.)} “Personal Growth,” “Work and productivity,” “Life Challenges,” “Sports,” “Physical Health,” “Day to day exercises,” “Students,” “Kids,” and “Helpful...
Tips and Support.” The Headspace app uses brightly colored animations to illustrate ideas and concepts of meditation. The Sleep section offers “Sleepcasts,” which are “unique audio experiences. Subtly different every night.”

The app uses gamification to guide meditators through learning new skills. Each meditation pack is made up of various levels, each of which include 10 meditations. Once all ten meditations are completed, the user unlocks the next level. Under the profile section, you can view “My stats,” which tracks one’s total time meditated, sessions completed, average duration of meditation, and run streak, and “My Journey,” which shows all meditations completed. Users can also add “buddies.”

From an aesthetic perspective, the bright colors of the animated graphics add a feeling of levity and playfulness to the app. Almost all of the images are animated faces of animals or vaguely human-like figures. The app definitely has one cohesive, light-hearted image, further codified through its advertisements and emojis.

Advertisement and Marketing:

Since beginning this research, and making several headspace-related google queries, I now get a plethora of social media advertisements for meditation apps, especially Headspace. One ad that Headspace has been using via Instagram advertisements says that users will “feel 16% happier” or “14% less stressed in just 10 days.” Headspace has recently begun to expand their social media marketing, and it is not limited to these direct advertisements. They have made deals with many Instagram “influencers,” mainly to promote the Headspace family plan. Headspace targeted “Mid-tier

---

66 If Headspace is downloaded on an iPhone, then Headspace-specific emojis appear in the messages app. Headspace emojis stay in the characteristic Headspace animated style, complete with phrases of Puddicombe’s teachings, such as, “Remember the blue sky.”
67 Quote pulled from Headspace advertisements via Instagram. A note: While there is background on how exactly happiness is quantified neatly into a numerical figure such as 16, I have to wonder if this ad is targeted toward another (competing) meditation app, named 10% Happier.
influencers in areas such as lifestyle, health, and wellness targeting almost 3 million followers of the desired demographic. Each of the sponsored accounts is highly curated, and filled with sponsored posts for other businesses such as Disney, Amazon, Uber, DSW, or Walmart. Again, this type of advertising reinforces Headspace’s branding, and helps it to stand out from other competing apps. The Instagram and web advertisements that use Headspace’s characteristic animated images help to curate the light, happy idea of meditation that the app espouses.

**Distance from Buddhism:**

Users will not find the word “Buddhism” within the Headspace app. Though the brand claims authenticity through co-founder Andy Puddicombe’s ten years as a Buddhist monk, the app does not mention the origin of its meditation practices. The closest thing that I found while using the app for a few weeks was a video under the “Daily Headspace,” a section with changing content each day. This video, titled “Why We Meditate,” was the only video I have seen showing a person, instead of an animation, on the entire app. The video features Andy Puddicombe, standing in Death Valley, California. This video is probably the only space on the Headspace app that discusses, or at least alludes to, the origins of the practice. Andy reflects on his experience in Death Valley, and the origins of Headspace:

Sitting by that volcano, it struck me that the exercises we use on Headspace, all the teachings actually, they’re older than that volcano, they’re older than 2000 years, they go back maybe more than 2500 years. We get so many questions, in at Headspace, asking ‘Where did Andy do his training?’ and ‘Where did the techniques come from?’ and ‘What are the teachings based on?’ and I think it’s really important, it’s a great question, and it’s really important, because it’s not like, you know I made these up (laughs), this was a really big part of my life, for many many years. I trained with really really wise teachers… The particular tradition I trained in the Tibetan school, it’s often called the oral tradition. And the idea is that every single teaching is passed down from teacher to student, in person. So you can’t even practice the teaching, you can’t just learn it from a book, and then just practice it, in order to even get the instructions and the materials you need to practice it, you have to go and sit with a teacher and have that exchange.  

---

Many of Puddicombe’s comments in this video seem to refer to Buddhism, without ever saying the word itself. Most scholars agree on 2500 years as the approximate age of Buddhism, but dating specific meditation practices would likely be more challenging. Puddicombe then calls “this” a “really big part of [his] life for many years,” referring (indirectly) to his monastic life as a Buddhist. While acknowledging that he “did not make these up,” Puddicombe refers to the “Tibetan school,” within which he was trained, again not mentioning that this was a religious organization, a school of Tibetan Buddhism.

Puddicombe then goes on to make a common move in the secular mindfulness industry — claiming that mindfulness meditation is a universal practice:

Sure, there’s all the science now, that shows us how it works, maybe why it works, but for me the exciting thing is really where it comes from, and how it feels right now, in this moment. When you sit down to meditate, even on those days when it might be challenging, you know you’re part of something bigger, and it’s okay. And I think the beauty of meditation is that because meditation transcends, sure there’s teaching around it, there’s culture around it, but because the meditation transcends any particular faith, religion, culture, it’s able to adapt in this way. And now that it’s come to the West, now we find ourselves using it on our phones. Again, the delivery might be different, the language might be different, but the essence is fundamentally the same.

Puddicombe argues that meditation transcends any culture, faith, teachings, or religion (note that he does not specify what cultures, faiths, or religions those might be), though without explaining how or why. Now that meditation has come to the West (again, noting that it is not specified from where), “we find ourselves” using it via paid smartphone apps. Puddicombe then claims that despite the difference in technology and language, the “essence” of the practice is still the same. Despite all of the changes he has noted, Puddicombe still views a core nature to the practice of meditation, one that apparently is unchanged by thousands of years or the cultural differences between premodern Tibetan monks and Western individuals paying $12.99 per month to use Headspace on their smartphones.

---

70 Note: Within Tibetan Buddhism there are four main schools: Nyingma, Kagyu, Sakya and Gelug. Tibetan Buddhism is a diverse tradition, practiced not only in Tibet but also in the Himalayas, of Chinese Central Asia, Southern Siberian regions such as Tuva, Mongolia, as well as in Western countries. (Powers, John. Introduction to Tibetan Buddhism. Shambhala, 2007.)

71 Italics are mine.


73 This passive tense strikes me as an interesting choice, for someone who was a pioneer in creating this market.
This claim has been made by many different figures in the mindfulness movement, echoing statements made by Jon Kabat-Zinn. Scholars on mindfulness have considered this claim from different angles. Z. Walsh notes that, "representing mindfulness as universal allows for it to be shaped by an enormous diversity of possible representations recontextualized in the dominant ideology of the new culture."\(^{74}\) This analysis is apt, considering the way that mindfulness has shaped itself to the ideologies of the West, such as neoliberalism, rugged individualism, and Enlightenment values like objectivity, research, and empirical evidence.

The issue of secularizing meditation reveals another side to this claim of universality. In the article, *Can Secular Mindfulness Be Separated from Religion*, Candy Gunther Brown addresses a similar claim by Jon Kabat-Zinn, who claimed that the dharma was a universal teaching. Brown quotes Jeff Wilson, who states: “Dharma is itself a religious term, and even to define it as a universal thing is a theological statement (2015).”\(^{75}\) Puddicombe’s statement could be interpreted similarly; as mindfulness meditation is a practice from the Buddhist tradition, which Puddicombe seems to admit in calling it over 2500 years old, then for him to call it universal or “transcendent,” is inherently a theological statement. Though the cultural location of Buddhism makes the average Westerner more inclined to view meditation as a secular act despite its religious roots, the average modern person would be unlikely to accept anything similar from another religion. For example, if a priest were to state that praying to Jesus was a universal practice for all people, one that transcended Christianity, most people would see that as a religious statement.

Puddicombe also claims to be less interested in the science showing the effectiveness of meditation, despite the fact that these research statistics are Headspace’s main way of marketing itself.


Headspace is the only meditation app that has conducted research specifically on their app. According to Headspace’s “Science” page on their website:

Science has been an integral part of the Headspace business since day one… There are over 2,000 meditation apps out there, but Headspace is one of the only ones committed to advancing the field of mindfulness meditation through clinically-validated research on our product. We are currently in progress on research studies with large national institutions that could be among the largest mindfulness meditation trials ever conducted.\(^{76}\)

It is clear that Headspace, as a business at least, is extremely interested in the science of mindfulness.

**Future Plans:**

Over the last few years, Headspace has shifted their attention from app development, to something bigger in scope. Headspace Inc. is now an online or digital healthcare company.\(^{77}\) Potkewitz explains: “Headspace Health division is currently seeking Food and Drug Administration approval to become the first prescription meditation app for certain chronic illnesses. FDA approval would pave the way for Headspace programs to be covered by health insurance.”\(^{78}\) The implications of the medicalization of a smartphone app are beyond the scope of this paper, but this example does clearly illustrate that the app platform for meditation is becoming more accepted and widespread.

**Calm — Founding and Background:**

Calm was co-founded by Michael Acton Smith and Alex Tew, who have backgrounds in online gaming and advertising.\(^{79}\) Though Smith and Tew are the founders, the face (or more aptly, voice) of the app is Tamara Levitt, the head of mindfulness content at Calm.\(^{80}\) Levitt’s role has been critical for the success of Calm: “since she joined the team, subscriptions have grown from 22,500 to 1 million.”\(^{81}\)

---


\(^{78}\) Potkewitz, Hilary. “Headspace vs. Calm.” 3.


\(^{81}\) Ibid.
Despite the growth of content on the app, Levitt still voices almost every meditation. The app was released in 2012, the same year as Headspace. Though Headspace dominated the meditation app industry for years, Calm was named App of the Year by Apple in 2017, and then overtook Headspace for the #1 in the Health and Fitness category. Headspace is now #15. Calm’s “about” page boasts:

We're the #1 app for Sleep, Meditation and Relaxation, with over 50 million downloads and over 700,000 5-star reviews. We’re honored to be an Apple BEST OF 2018 award winner, Apple's App of the Year 2017, Google Play Editor's Choice 2018, and to be named by the Center for Humane Technology as "the world's happiest app." Since surpassing Headspace in downloads, the two companies have been in direct competition. Calm’s chief product and growth officer, Dun Wang says: "Headspace launched two years before us, and now we're neck and neck." According to Smith, the two companies, “are in mindful competition with each other.”

**Layout of Calm:**

Opening the app, the first loading screen tells the user to “take a deep breath.” Calm then opens into the Home screen, which features a nature scene (customizable by the user) and the Daily Calm, a meditation that updates each day. On the bottom, there are options for each of the five pages: Home, Sleep, which features a library of sleep stories (including a bedtime story told by Mathew Mconnoughaey and Bob Ross ASMR), Meditate (a library of guided meditations), Music (which features peaceful songs and ambient sounds), and More, which has links to Calm Masterclass, Calm Body, Breathe, Scenes, and Profile. Very little of this content is available for free, shown through a small lock on each meditation.

---

85 Calm Body is another very interesting section of the app -- it features short videos linking breath with stretches -- what most people would call yoga. This example feels familiar to the way the term Buddhism is often carefully avoided. (Calm.com, Inc. “Calm.” Version. 4.1.1. [https://www.apple.com/ca/ios/app-store/](https://www.apple.com/ca/ios/app-store/). [https://www.calm.com/freetrial/plans](https://www.calm.com/freetrial/plans).
Calm offers a 7-day free trial, and then charges $59.99/year for Calm Premium, which unlocks all of the meditations and other features. Users can also buy “Calm For Life” for $399.99.  

The Daily Calm seems to be one of the most compelling features for subscribed users—it is a daily meditation, focusing on different topics, always guided by Levitt. The Daily Calm is generally about ten minutes long, with themes such as “Mindful Eating” (July 2) or “Boketto” (non-doing) (July 3). After listening to the meditation, users are prompted to schedule a “Mindfulness reminder” notification for a specific time of day. The Mindfulness reminder will, “improve sleep, enhance focus, and boost your quality of life by practicing mindfulness daily.” If the user opts out of setting the mindfulness timer, a window pops up which asks: “Are you sure? It’s hard to set aside time for yourself in this world without a little help.”

**Downplaying of Buddhism:**

Users also will not find any mention of Buddhism within Calm. This app engages in many of the linguistic tactics outlined by Candy Gunther Brown in the article, *Can "Secular" Mindfulness Be Separated from Religion.* For instance, Calm does not mention Buddhism, but will often use Buddhist phrases or concepts, even words in Japanese or Sanskrit, to exoticize the app, or build “authenticity.”

Calm’s head of mindfulness, Tamara Levitt, became interested in meditation in a clinical setting, a program not unlike MBSR. Since then, Levitt has studied, “Mindfulness meditation, Vipassana/Insight, Shambhala, Zen, and Theravada and Mahayana Buddhist teachings.” Levitt also states: “I’m grateful to Pema Chodron, S.N. Goenka, Thich Nhaht Hanh and Anne Lamott for guiding my path.” While almost all of those teachers listed are ordained Buddhists, none of the app’s meditations are labeled as Buddhist, nor is Buddhism acknowledged in any significant way.

---

89 Ibid.
91 Ibid.
**Insight Timer**

Insight Timer is another meditation app rising in popularity, though with a very different approach than Headspace and Calm. Insight Timer readily admits its ties to religion, but still outwardly distances itself from Buddhism. I include analysis of Insight Timer because although it is the exception to the overall trend of downplaying Buddhism because it still reproduces many of the same tendencies of apps like Headspace and Calm.

**Layout:**

Insight Timer has four main pages: Home, Favorites, Search, and Profile. The Home page shows a world map indicating how many users around the world are currently meditating on Insight Timer. There are options to use the timer (one of Insight Timer’s characteristic features), “Guided meditations,” “Sleep meditations,” “Music,” “Courses,” “Daily Insight,” “Kids,” “Beginners,” and “Talks.” The timer feature allows users to time their own (non-guided) meditations, customizing the duration, adding interval bells and ending bells (with options of different bell sounds such as Basu, Kangsê, Sakya, which are all types of Tibetan singing bowls), as well as ambient sounds, such as “Deep Om,” “Zen Guitar,” “Eternal Stream,” and “Raindrops.” The favorites page shows the user’s recently played meditations, as well as “My Bookmarks,” “My teachers,” “My Downloads,” “My Courses,” and “Member Plus,” which advertises the subscription option. The search page has a basic search function, but also shows options for meditation genres, such as “Learn to meditate,” “Coping with Anxiety,” “Improving Relationships,” and “Boosting Self-Esteem.” The profile shows the user’s total days meditated, number of consecutive days meditated, total minutes meditated, and “milestones,” such as meditating at least 14 days in a row. There are also social media-esque options, such as viewing one’s “Public Profile,” “Messages,” “Friends,” “Groups,” “Activity,” and another ad for the “Member Plus” option. The app also tracks users’ progress,

---

93 Ibid.
94 Ibid.
95 Ibid.
showing detailed data in graphs and charts, over days, weeks, months, or All (time since the user first downloaded the app).

Compared to the revenue and popularity of apps like Headspace and Calm, Insight Timer seems to be a much smaller player in the meditation industry, with Calm currently the #1 most downloaded app in the Health and Fitness category, Headspace at #15, while Insight Timer is only #51. But Insight Network CEO Chris Plowman encourages customers to look at a different statistic: minutes meditated. “More time is spent on Insight Timer than on all other meditation apps, combined,” according to the app’s page in the Apple app store. In a 2017 Medium article titled, “There's an elephant in the meditation room,” Plowman explains, “you might be surprised to learn that when Headspace tweeted a record 186,000 hours of meditation in a single June 2017 week, our community meditated for 350,000 hours in the same week.”96 But despite these statistics, and because Insight Timer is committed to keeping the app free, Insight Timer has been far less financially successful than Headspace or Calm. Plowman addresses the challenge of the meditation industry:

… meditation and money aren’t obvious bedfellows. But the science has caught up and so consumers have caught on. And where you find consumers, you find capitalists — first as entrepreneurs, then as companies, then as investors — the ritual is as old as meditation itself.... How do you build a profitable company when you’re committed to a free product which costs millions of dollars a year to run. And how do you to [sic] talk about things like ‘monetization’ when you’re trying to build a quiet place of contemplation?97

To address this issue, the developers kept the app free to download, giving users free access to all of its guided meditations (over 12,000) and timers without ads,98 while also rolling out three payment options in 2017: users could choose between different subscriptions for $2.99/month (revenue split 50/50 between instructors and Insight Timer)99 — giving them access to different features, but no new meditations. That

---

97 Ibid.
98 Ibid.
price has since gone up to $9.99/month, or $59.99/year, with half of the business’ income still going toward the teachers. While this price is similar to a Calm or Headspace subscription, it is worth noting that Insight Timer still has far more free content, available without a subscription, than either Calm or Headspace. There are also paid Insight Courses that one can pay $6.99 to rent, and an option to donate to meditation teachers — who will receive 85%, with the other 15% going to Insight Timer.

**Branding and Image:**

Insight Timer has a very different branding approach from both Headspace and Calm. Rather than focusing on a characteristic image, or having one key figure guide the meditations like Andy Puddicome or Tamara Levitt, Insight Timer features a variety of different types of meditation, led by different teachers. The app store description of Insight Timer advertises some of its most notable meditation teachers: “Tara Brach, founder of Insight Meditation Community of Washington, Mark Williams, Emeritus Professor at Oxford University, Jack Kornfield, Dartmouth… Joseph Goldstein of Columbia, Sam Haris. Stanford; author, philosopher, neuroscientist… Gil Fronsdl, Ph.D. at Stanford University,”¹⁰⁰ and the list goes on, featuring only two religious figures (toward the bottom). The obvious favoring of academics and members of scientific communities fits the pattern of how mindfulness has been branded in the west, favoring the values of the Western Enlightenment.

**Role of Buddhism and Religion:**

Unlike Headspace or Calm, Insight Timer does feature meditations from different “traditions,” which it defines as “recognized systems of beliefs, including formal religions and spiritual practices, which often require an element of faith. Meditation stemming from these origins circle around one or multiple gods or a spiritual being.”¹⁰¹ It lists the following traditions: Buddhism, Christianity, Confucianism, Hinduism, Islam, Jainism, Judaism, Kabbalah, Shamanism, Sufism, Taoism, and Vedic.¹⁰²

---


¹⁰² Ibid.
Like the “traditions” section, there is another page for “Science and Secular” based meditations. These are described as such: “Science is the systematic knowledge of the physical or material world gained through observation and experimentation. Secular in nature, meditations that stem from science deal directly with the natural world and are based purely on fact.”

Other such pages are Neuroscience, Concepts, Nondualism, Visualization, Sport-Science, and Sleep.

Rather than allowing the user to choose a meditation based on the benefits that they would like, the model of Headspace and Calm, Insight Timer allows the user to choose the specific approach they would like to take toward meditation. While it is more upfront about the religious roots of meditation than Headspace or Calm, Insight Timer still seems to promote its secular meditations over religious ones. Additionally, adding all of these other religions still serves to distance meditation from Buddhism, invoking the idea of meditation as a “universal” practice in a manner similar to Kabat-Zinn and Puddicombe. The sections like “Science” and “Concepts” also fail to acknowledge that though the approach to meditation may be scientific, the original roots of the practice are still not “secular in nature.”

**Biomorality, Neoliberalism, and the Economization of Mental Health:**

If the values and teachings of Buddhism have been stripped out of these meditation apps, then what values or messages are being presented? I argue that these apps serve to reinforce the dominant neoliberal ideology. While neoliberalism is generally considered an economic philosophy, scholars such as political theorist Wendy Brown consider it to be something broader in scope. Brown describes neoliberalism as, “an order of normative reason that, when it becomes ascendant, takes shape as a governing rationality extending a specific formulation of economic values, practices, and metrics to every dimension of human life.”

Brown argues that neoliberalism extends to all parts of life, and specifies that to economize does not necessarily mean to monetize:

---


Importantly, such economization may not always involve monetization. That is we may (and neoliberalism interpellates us as subjects who do) think and act like contemporary market subjects where monetary wealth generation is not the immediate issue, for example in approaching one’s education, health, fitness, family life, or neighborhood. So to approach any of these non-economic parts of life with the attitude of a market actor is now the expectation. The attitude of such a market actor can look like a lot of different things: cost-benefit analyses of going to the gym versus staying home to watch TV or a busy CEO taking time out of a workday to meditate. Whatever it may be, these actions demonstrate how the neoliberal ideology has seeped into every part of life, even those that are seemingly unrelated to money.

Analysis of meditation apps within this definition of neoliberalism will illustrate their role in the economization of mental health and happiness. In *Mindfulness: A Critical Perspective*, Phil Arthington contextualizes the current popularity of mindfulness, “as a product of advanced capitalist society.” Invoking the concept of biomorality, Arthington claims that mindfulness is reinforcing the logic of neoliberalism by promoting the idea of committing oneself to constant self-improvement, akin to Brown’s self-investment. Arthington discusses the way that mindfulness is used today as a tool for self-improvement, and how this fits into a broader pattern of behavior under capitalism:

One aspect of the social construction of health under capitalism has been the way that it has developed moral connotations by virtue of the attribution of health to the ideal neoliberal agent: accordingly, to be ‘unhealthy’ is a reflection of one’s poor character. This *biomorality*, which leads individuals to seek self-expression through the pursuit of health by methods such as dieting, gym membership, and activity-tracking using wearable technology, for instance, represents a key means by which the operation of power through self-discipline described by Foucault (1988b) takes place: in a society which celebrates the strong, independent and autonomous individual, health becomes both naturalised and idealised and so individuals are naturally inclined to construct themselves as ‘better’ people.

---

107 Italics are mine.
Arthington argues that capitalism has constructed an idea of ‘health’ that implies moral values for individuals. Because the ideology of capitalism is one of meritocracy, one’s health is presumed to rely on their own hard work and dedication; thus we assume that if one is unhealthy, it must be a result of their own laziness or poor character. This value judgement is referred to as biomorality, and it is evident in today’s technologically-driven society through the popularity of items such as the Fit-Bit, smartphone health-trackers, Apple and Samsung watches, and meditation apps’ streak counts and progress tracking. What these technologies all have in common is the underlying neoliberal ideology that autonomous individuals can and must take care of their own health.

Arthington explains that health is not only viewed as one’s physical fitness, “but extends to what is constructed as a healthy mind, healthy relationships and a healthy balance of pleasure and responsibility.” This is where meditation practices come into play. Meditation apps all promise to improve one’s mental health, whether it be through better sleep, less stress, or increased compassion. And to optimize that process, Headspace, Calm, and Insight Timer all include streak counts, tracking one’s daily meditations in a manner reminiscent of Snapchat streaks.

Ellen Gamerman discusses the effects of these streak counting features in the Wall Street Journal article “Competitive About Your Meditation? Relax, Everyone Else is Too; As hard-chargers descend on the ancient practice, they are changing the quest for Inner Peace.” Gamerman describes, “driven spiritual voyagers,” such as 42-year-old performance coach Alan Stein Jr. and 29-year-old San Francisco tech entrepreneur Michael Merchant, both working hard to maintain their streaks. At the time of the article publication, Stein Jr. was on his 324th day of his Headspace meditation streak. Despite his frequent travel and time-zone changes, Stein was determined to keep his streak:

On a recent work trip to Atlanta, he remembered to meditate only just after the clock struck midnight. Worried he’d blown his record, he closed his eyes and quickly tried to

---

109 Ibid.
meditate on the hotel bed for just ten minutes. “The whole time I’m just waiting for the 10 minutes to be over to see if my streak was alive.”

Luckily, the Headspace app features a short grace-period, saving Stein’s streak. Not quite as lucky, was Michael Merchant, who used the goal-tracking service Beeminder, (a website which allows users to track data for their goals) to make meditation into a daily habit. To help foster accountability, Beeminder charges the user a “pledge” every time they forget to do their goal. Pledges start low, and gradually build. Merchant used the site to practice daily meditation, but “felt so much shame” when he repeatedly failed to practice, resulting in the loss of $810. While he could have logged false data to keep the money, Merchant stated: “It’s weird to admit, but it was kind of cathartic… I’ve paid for my screw-up, literally.”

The experiences of Merchant and Stein reflect how the ideology of biomorality is embedded in these streak counts. Both users were committed to meditation as a self-improvement exercise, but they both felt deep shame at the idea of messing up. There is a clear moral value attached to their meditation practice due to the logic of biomorality: “to be ‘unhealthy’ is a reflection of one’s poor character,” and thus forgetting to meditate for one day warrants shame.

The mindfulness industry profits from the ideology of biomorality, and more broadly, that of neoliberalism and capitalism. Using mindfulness or meditation as a way to focus on the individual and invest in oneself represents one competing ideology at play here, and it is clearly not that of meditation’s Buddhist roots. Though Puddicombe states the Headspace streak was inspired by accountability exercises he practiced while training in a Tibetan monastery, Associate Professor of Chinese religions at the University of Michigan Benjamin Brose states otherwise: “I’m fairly certain that there is no precedent for this in traditional Buddhist practice… Many monks meditate every day for decades, and I have never

---

111 Gamerman, Ellen. "Competitive about Your Meditation? Relax, Everyone Else is Too; as Hard-Chargers Descend on the Ancient Practice, they are Tweaking the Quest for Inner Peace." 1.
112 Gamerman, Ellen. "Competitive about Your Meditation? Relax, Everyone Else is Too; as Hard-Chargers Descend on the Ancient Practice, they are Tweaking the Quest for Inner Peace." 2.
heard of anyone keeping track." It seems much more likely that these streaks were inspired by products of Western society, given their parallels in other social media apps, and their overall neoliberal approach to meditation.

Biomorality is evident in many components of mediation apps, including progress trackers. Headspace has a section for “Stats,” in which users can view their total time meditated, number of sessions completed, and average session duration. “Stats” also features a section for “Run streak goals,” wherein users are given ribbons for consecutive days of meditation. These start low at 1, 3, and 10 days, but go all the way up to 365. Calm has a similar feature, wherein users can view their complete history on the app, total “mindful minutes,” and longest streaks. It is actually Insight Timer that has the most detailed statistics section of these three apps. Insight Timer has the same counts as Headspace and Calm, but also features detailed graphs and charts of “Progress over time.” Even the Apple Health app has added a section for “mindful minutes,” which tracks time spent meditating on Headspace and Calm, as well as the 10% Happier meditation app, Simple Habit Daily Meditation, and Meditation studio. These types of progress-trackers reflect the neoliberal value of self-improvement, or self-investment. As Arthington notes, this sort of progress tracking enforces a Foucauldian kind of self-discipline, one defining feature of biomorality.

The same ideas of biomorality are echoed by a participant in a sociological study done on the Headspace app, titled Mindfulness, Self, and Society: Toward a Sociological Critique of Mindfulness-Based Interventions by Spencer Aaron Huesken. Hueksen interviewed six participants between the ages of 20-29 about their experiences using Headspace, and their overall impression of

---

114 Gamerman, Ellen. "Competitive about Your Meditation? Relax, Everyone Else is Too; as Hard-Chargers Descend on the Ancient Practice, they are Tweaking the Quest for Inner Peace." 2.
mindfulness. Participant one works in education, and explains that he had been exposed to mindfulness as a tool to teach students:

It’s a sense of getting students to practice mindfulness as a skill… to have them better engaged in class, to have more social and emotional literacy, and to understand themselves as people better, it has these tags to it… so I can kind of see you know… ‘oh your just not mindful enough… like you haven’t quite reached it… or like.. oh damn this person is so mindful… like you’re a level 9 and I’m a level 7… if you think about it… it gives way for say people who start to use this app, who are in a certain class.. to look at other people and be like… YOU could access this app, YOU could use this app, YOU can gain these skills, and now it’s your fault that you are in the situation you are in, because you could just do these things, like use headspace like me, and like… actually have some ambition… Fuck I can just hear the narrative already start to construct… like… ‘well what do you do every day after your job… I use headspace.. so that I can be in the right mode, so that I can be productive and do things.. and I EARN my social position because I do the things that get me here.’

The narrative that Participant one is predicting exemplifies the values of biomorality, and the economization of mental health, as well as social and emotional literacy. Because capitalism has assigned a moral value to health, and celebrates the autonomous individual, the idea that there are now easily accessible market products to improve one’s mental health further shifts the burden to the individual to practice these “healthy behaviors.” Thus if one’s mental health is poor, or they are lacking in social or emotional literacy, then the logic of neoliberalism would deem it as their own fault, because as Brown states, “(neoliberalism interpellates us as subjects who do) think and act like contemporary market subjects,” meaning that one is obligated to consume the market products available to us in order to address our health problems. That pressure only increases if you are given a free or discounted subscription to one of these apps through your employer’s corporate partnership with Headspace or Calm. Corporate partnerships, such as Headspace’s partnership with Amazon, Google, or Apple, help to

120 Brown, Wendy. Undoing the Demos. 30.
121 “Happier people. Healthier business.” Headspace. Accessed August 2019. https://www.headspace.com/work. Note: These are a few poignant examples, though it is worth noting that Headspace and Calm have corporate partnerships with a multitude of businesses, not just these big names.
reinforce the notion that meditation is meant to increase productivity, to improve mental health for the purpose of work.

**Meditation Apps: Secular or Religious?**

Lastly, I want to address the question of what constitutes a secular meditation practice versus a religious one. Certainly the meditations being taught on these apps stem from Buddhism, and often the Buddhist training of the app’s instructors. However, these apps call themselves secular, and most of their users also consider their meditation practice to be secular. Is a religious practice secular simply if the practitioner believes that it is? The reason for this cognitive dissonance is the constructed nature of the concept of religion. As explored by Nongbri, the notion of religion was constructed by Europeans to describe Christianity, and then projected onto other cultures and time periods.\(^\text{122}\) Jeff Wilson addresses this same question in *Mindful America*:

> Is mindfulness religion, and is the mindfulness movement a religious movement? The answer, I argue, is “sometimes.” Religion is not a phenomenon that exists neutrally in the world — it is a label applied variously by different people and by the same people at different times. This is true of its alleged opposite, “the secular,” as well.\(^\text{123}\)

Because religion is not a natural phenomena, meaning it is a socially constructed, and thus, culturally specific idea, the answer can not be a simple yes or no. Instead, Wilson argues that the terms religious and secular are used as labels for specific purposes, by specific actors. He continues,

> Likewise, terms such as “scientific,” “superstitious,” “traditional,” “modern,” and so on are not mere statements of fact. The approach of *Mindful America* assumes such labels to be more than dry descriptors — they are markers of value employed strategically by agents in ways that reveal further patterns of value and preference. Thus when an author speaks of the scientific, nonreligious practice of mindfulness, he or she is not stating a fact; he or she is making an argument, one impacted by such variables such as race, education, cultural background, professional training, intended audience, and more. The same is true for the author who insists on the religious, Buddhist, or other nature of mindfulness.\(^\text{124}\)

---


\(^\text{123}\) Wilson, Jeff. “Mindful America.” 9.

\(^\text{124}\) Ibid.
Applying Wilson’s analysis to meditation apps illustrates that the claims made by app developers that meditation is scientific or secular are not true or false, but rather specific arguments made in an attempt to bring in more meditators. When apps like Headspace, Calm, and Insight Timer market meditation as a non-religious, practical thing to do that improves one’s productivity and state of mind, this marketing serves to bring in those who are skeptical of religion — highly educated Western professionals. Likewise, when Insight Timer boasts its meditations of various religious traditions, or Headspace claims authenticity through Puddicombe’s life as a monk, it serves as its own argument, possibly in an effort to target a more religiously inclined, spiritual, or new age-sympathetic demographic. These labels are not statements of fact, but rather, marketing techniques.

Wilson continues to discuss ways in which mindfulness meditation practice could be considered religious:

We might consider this a secular religion, one devoid of the supernatural and the afterlife, yet operating as a deep well of values, life orientation, and utopian vision. This secular mindful religion can be married to a specific religious tradition such as Buddhism (as in the case of Chade-Meng Tang) or Christianity (as in the case of Tim Ryan, a devout Roman Catholic), and it can also operate on its own as a free-standing system. This characterization of mindfulness as a secular religion is at once paradoxical and apt. Mindfulness could be considered secular because of the lack of Gods, magic, or theodicy in general, but it could also be considered religious due to its insistence on specific values, and vision for the future.

The classification of these distinct sets of features reflects Nongbri’s approach to defining religion; he argues that the term religion refers to, “anything that sufficiently resembles modern Protestant Christianity.” Mindfulness today may not resemble Christianity closely enough to be labeled as religion, but how closely does it resemble Buddhism? It is worth considering that many devout Buddhists

---

125 Chade-Meng Tang was a Buddhist and Google employee who introduced meditation into the company.
126 Tim Ryan is a current democratic presidential candidate and author of “A Mindful Nation: How a Simple Practice Can Help Us Reduce Stress, Improve Performance, and Recapture the American Spirit.”
127 Wilson, Jeff. Mindful America. 185.
practice their religion every day without worshipping a God or believing in an afterlife. Considering the constructed nature of religion, asking if meditation apps are Buddhist might be a better question than asking if they are religious. Wilson writes:

As we’ve seen, religion and values are down-played by authors to garner larger audiences — but in many cases the reason that they want an audience in the first case is because they are convinced that mindfulness and other elements derived from Buddhism have a real ability to alleviate suffering (the goal of religious Buddhism.)

Essentially, meditation apps frame this Buddhist practice (meditation) with its embedded values, as scientific and practical in order to seem secular, and thus attract more people to download and pay for these apps. But if these apps are made with the goal of reducing suffering, and individuals are meditating to try to ease the suffering of themselves and those around them, then that seems to embody the values of Buddhism. They may have a very different appearance than traditional forms of Buddhism, but these apps exemplify the values of Buddhist modernism. Because the goal of Buddhism does not entirely resemble the goals of Christianity — God’s salvation in an eternal afterlife — this goal does not fit the social construction of religion, and thus it is not always seen as a religious goal.

Concluding Thoughts

Attempting to analyze which components of meditation are religious versus secular, and the impossibility of answering such a question, further reinforces that the concept of religion, because it was constructed to describe specific forms of European Christianity, is inherently Eurocentric, and thus, lacking when it comes to understanding the practices of other cultures and time periods. Essentially, projecting the concept of religion onto other cultures often makes it harder to fully understand them. It has led to app developers not giving credit to their Buddhist teachers, while making millions from their teachings. It has created a billion dollar industry that profits from obscuring its cultural and religious roots, and billions of Western meditators who have little to no knowledge of these roots. And, this has led to a distortion of Buddhist values wherein meditation is now used to reinforce the logic of neoliberalism,

129 Wilson, Jeff. Mindful America. 161
and mindfulness is implemented in hegemonic institutions such as powerful corporations and the U. S.
military. Studying this has led me to argue that there is a need for alternative ways of considering what
constitutes the religious and the secular — ways that work to deconstruct and problematize the culturally
specific idea of religion as it exists today.

Further, I urge scholars and users of these products to critically interrogate the messages being
proliferated by these companies and their apps. The way that neoliberal values are being reproduced
through a consumer product may not seem problematic to many, but it definitely becomes problematic
when that product becomes a FDA-approved medical treatment. With Headspace leading the charge,
meditation through apps and websites is being introduced quickly into the medical field, as a treatment for
depression, anxiety, and many other mental health disorders. These apps, with their embedded
biomorality, need to be critically examined before implemented as healthcare. Additionally, critical
attention must be given to the enormous amount of data these apps now have. By making an account,
turning on one’s location services, and selecting a meditation, a user is giving their meditation app far
more data points than they might assume. For instance, the night that Donald Trump was elected,
“Headspace saw a 44 percent jump in SOS sessions.” The implications of this data are unknown, and
beyond the scope of this paper, but they warrant increased critical consideration. One last reason that I
urge others to study and examine this topic is the unprecedented reach of mindfulness through apps. In a
2017 interview, Andy Puddicombe stated: “In Tibet, for example, it took maybe 100 years for the
teachings to reach 6 million people, and it took [Headspace] maybe a couple of years to reach 6 million
people.” These apps are reaching millions of people, quickly, many of whom are just looking for a

132 Ibid.
simple reprieve from stress, and are thus unlikely to question the messages of biomorality they are receiving, or to ponder the religious tradition from where mindfulness meditation stems.
Works Cited:


Gamerman, Ellen. "Competitive about Your Meditation? Relax, Everyone Else is Too; as Hard-Chargers Descend on the Ancient Practice, they are Tweaking the Quest for Inner Peace." Wall Street Journal (Online), Jun 12, 2018.


