

# Appendix

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## Holistic Management Testing Questions

### Cause and Effect

Does this action address the root cause of the problem?

### Weak Link:

*Social* – Have I/we considered and/or addressed any confusion, anger, or opposition this action could create with people whose support I/we need in the near or distant future?

*Biological* – Does this action address the weakest stage in the life cycle of this organism?

*Financial* – Does this action strengthen the weakest link in the chain of production?

### Marginal Reaction – (Comparing two or more actions)

Which action provides the greatest return in terms of my/our holistic goal for the time and money invested?

### Gross Profit Analysis

When comparing two or more enterprises: Which enterprises contribute the most to covering the overheads of the business?

### Energy/Money Source and Use

Is the energy or money to be used in this action derived from the most appropriate source in terms of my/our holistic goal?

Will the way in which the energy or money is used lead toward my/our holistic goal?

### Sustainability

If I/we take this action, will it lead toward the future resource base described in my/our holistic goal?

### Society and Culture –

Considering all the questions above and my holistic goal, how do I/we *feel* about this action in our gut?