

Figure 5.5

## Cross-Impact Matrix

	Variable 1	Variable 2	Variable 3	Variable 4	Variable 5	Variable 6
Variable 1			+		—	
Variable 2			-	+	+	+
Variable 3	+	-		+		-
Variable 4		+			+	-
Variable 5	—	+		+		
Variable 6	-	+	—	-	-	

Variables 2 and 4 in the cross-impact matrix above have the greatest effect on the other variables, while variable 6 has the most negative effect.

## Direction and magnitude of the effect:

- +** strong positive
- +** positive
- neutral
- negative
- strong negative